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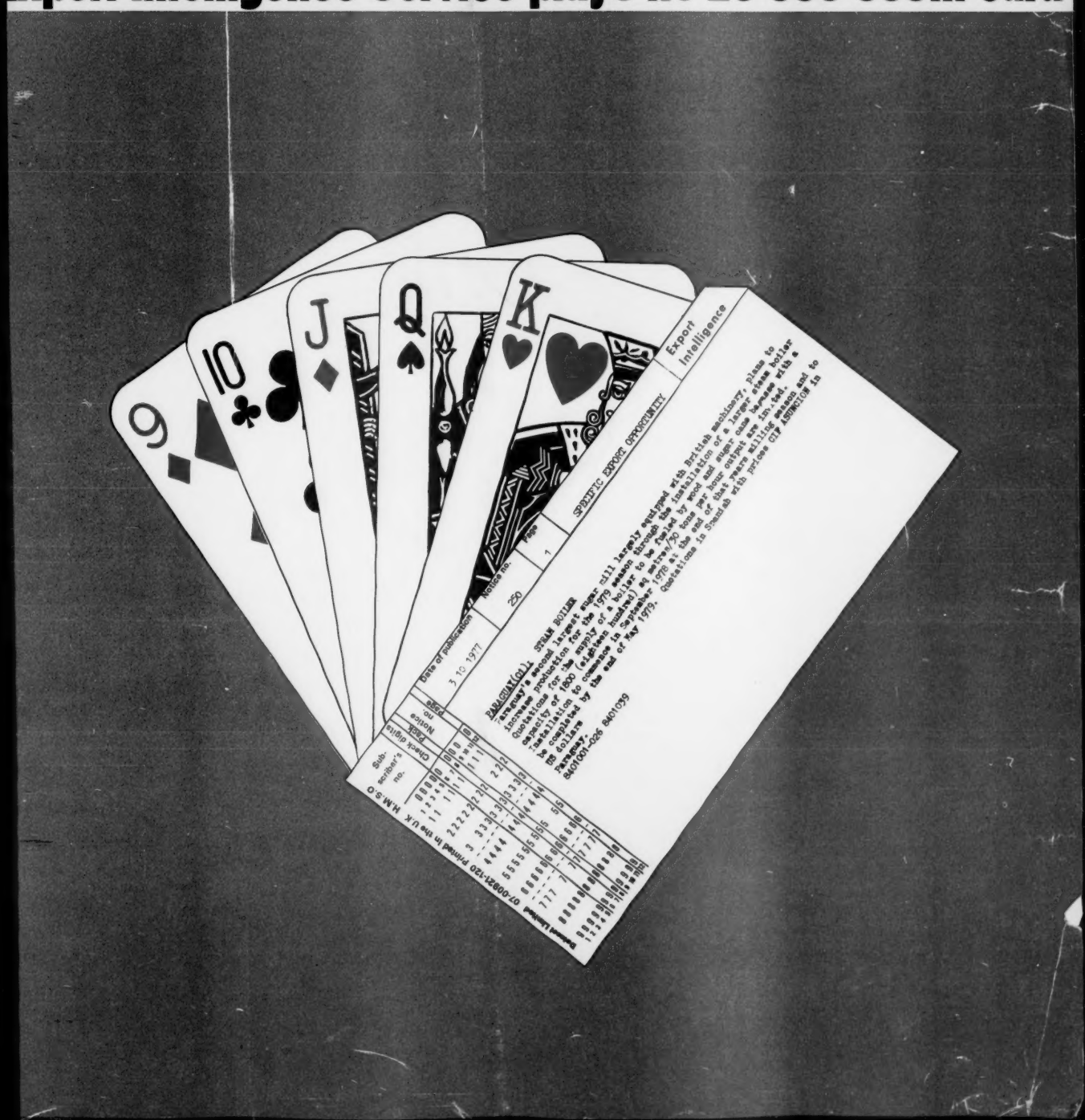
Export Intelligence
SPECIFIC EXPORT OPPORTUNITY
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Notice no. 250
Page 1
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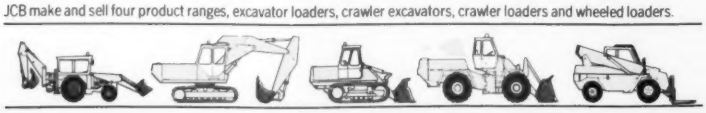

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Trade and Industry

28 October 1977

News from the Departments of Industry·Trade·Prices & Consumer Protection

With the issue of its twenty-fifth millionth notice card to subscribers this month, the British Overseas Trade Board's Export Intelligence Service has reached an important milestone in its history. See page 184.

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We apologise to subscribers for delays experienced in receiving copies of Trade and Industry. This is due to an industrial dispute at HMSO.

Trade and Industry this week

HOME

New Leyland chairman

Michael Edwardes has been appointed full-time chairman of British Leyland Ltd, the company announced on Tuesday. Mr Edwardes, at present chairman and chief executive of Chloride Group Ltd, will take up his appointment on 1 November. Following Mr Edwardes' appointment, Alex Park has been appointed as an executive vice-chairman.

Seconded by Chloride, Mr Edwardes will maintain a close association with the company by taking up the position of non-executive deputy-chairman of the board.

Public switched data network needed – NCCN

There is a considerable potential demand for a public switched data network, given that there will be cost advantages to the user, says the National Committee on Computer Networks in its interim report[1], published on 24 October by the Department of Industry.

The more it had studied the subject, says the committee, the more its attention had concentrated on the communications network. If this was provided then computer networking could develop according to the willingness of manufacturers and users to evolve the necessary compatibility among computer systems, their terminals and software.

The report urges the Post Office to bear in mind, in its planning for improvements to the telephone network, the advantages to the data communication users of bringing forward plans for digital transmission in order to achieve a connected network between main cities as early as possible. It recommends that the Post Office should introduce as quickly as possible a packet-switched data communications network having user interfaces in accordance with CCITT recommendations X25, X3, X28 and X29 and also that the timescales should be strictly adhered to once these have been announced. The earliest possible announcement of tariffs should be made to enable potential users to decide how they will plan their use of the network.

The Department of Industry is urged also to help the United Kingdom effort in network standards by supporting specific work programmes and assisting experts to attend international meetings. An NCCN working group is conducting a nationwide survey in the computer/communications field, to ensure that the best advice is available from users on their computer network requirements.

Discussions are seen to be needed on the Post Office Act 1969 with particular regard to the fast changing area of telecommunications affecting computer networks. The report includes lists of some major private networks in the United Kingdom, also existing or planned circuit-switched and packet-switched services both here and overseas.

[1] The 'Interim report of the National Committee on Computer Networks' is available, free of charge, from Mrs W. J. Lee, NCCN Secretariat, Rutherford Laboratory, Chiltern, Didcot, Oxon OX11 0QX.

Firework safety leaflet issued

In order to develop increasing public awareness of the need for simple precautions, and, above all, to encourage common sense in using fireworks and ensuring that children are always supervised, the Department of Prices and Consumer Protection aims to continue recent improvements in the design and composition of fireworks.

For this year's firework safety campaign the department has issued a revised version of the leaflet 'Guidance on Organised Firework Displays' following consultations with other government departments, local authorities, the Firework Makers' Guild, the National Campaign for Firework Reform and the Royal Society for the Prevention of Accidents. The leaflet is particularly applicable to the larger displays, though many of its recommendations would also be appropriate to smaller Guy Fawkes' parties. It includes guidance on site size and location, liaison with emergency services and fire-fighting arrangements, storage, handling and firing of fireworks, and spectator control.

Measures introduced last year included the Explosives (Age of Purchase etc) Act 1976, which prohibits the sale of fireworks to anyone apparently under the age of 16 and increases the maximum penalty for the offence from £20 to £200. The penalty for letting off fireworks in the street or a public place was similarly increased. In addition, a number of voluntary measures were agreed between DPCP and the manufacturers', wholesalers' and retailers' associations. As a result, the period during which fireworks should be generally available in the shops is limited to three weeks before 5 November and a few days afterwards; flyabout or helicopter types of fireworks have been phased out of production; production of bangers has been reduced to less than half the 1975 output; and nearly all fireworks are now being sold in ready-boxed selections.

Assistance interest rates reduced

Maximum rate of interest relief grant and interest rates for loans under section 7 of the Industry Act 1972 were reduced with effect from 24 October.

The rate of interest relief grant available in those cases where it could be appropriate to allow the equivalent of an interest-free period on a Department of Industry loan, but where firms obtain their finance from other sources, is being reduced from 11 per cent to 10½ per cent for each interest-free year.

The 'concessionary' rate of interest on loans for employment-creating projects (category A) is reduced from 8 per cent to 7½ per cent. The 'broadly commercial' rate of interest on loans for modernisation projects not providing additional employment (category B) is reduced from 11 per cent to 10½ per cent.

Qualified engineers and scientists top half million

The total number of persons with degrees or equivalent qualifications in engineering, technology and science in Great Britain more than doubled from 255 000 in 1959 to 585 000 in 1976. Of the total in 1976, 278 000 engineers and technologists and 307 000 were scientists.

A report published on 24 October by the Department of Industry shows that in the years before 1971 the number qualified in engineering and technology exceeded that in science but from that year, although the numbers in both categories continued to increase, the position was reversed as the new

supply of those with degree-level qualifications in engineering and technology declined after the change in the requirement for membership of the engineering institutions.

Over the years the numbers in each of the two categories who are 'economically active', that is available for paid employment, are a slightly declining proportion of the total stocks. The report estimates the stock of qualified persons in 1961, 1966 and 1971 and looks at the reasons for change in supply. It also provides further analyses from the population censuses in those years, by economic activity, age, industry and occupation.

'Changes in the population of persons with qualifications in engineering, technology and science 1959 to 1976: Studies in Technological Manpower No 6' is available from HMSO price £3.25.

Interim price increase allowed

Representations by UG Glass Containers Ltd, following the announcement that their proposed price increases are to be investigated by the Price Commission, have led to the allowance of interim increases by the commission. An overall average weighted increase of 7.22 per cent has been allowed on all the company's products on the basis of the safeguard regulations. Average increases on individual product ranges of glass container vary from 5.89 to 7.66 per cent.

The decision to investigate UG Glass Containers Ltd's proposed price increases was announced by the commission on 14 October (*Trade and Industry*, 21 October).

OVERSEAS

UK-Polish trade review in London

The sixth annual session of the UK-Polish joint commission was held in London from 24 to 27 October. The commission's purpose is to review trade and co-operation between the two countries.

Joint chairmen were John Steele, deputy secretary at the Department of Trade, and Stanislaw Dlugosz, Polish Vice-Minister of Foreign Trade and Shipping.

Ennals in Nigeria

David Ennals, Secretary of State for Social Services, visited Lagos, Nigeria, for two days this week (from 24 to 26 October) at the invitation of Dr Peter Ogbang, the Nigerian Federal Commissioner for Health. Mr Ennals discussed, among other things, plans for the development of the Nigerian health service.

Mr Ennals had talks with Nigerian commissioners and officials and took the opportunity to look at health facilities in Lagos.

Inward investment mission to Japan

John Morris, Secretary of State for Wales, is to lead a mission arranged by the Department of Industry which will visit Japan from 30 October to 5 November to encourage Japanese investors to take advantage of the opportunities in the United Kingdom. The mission comprises 20 representatives of government departments, industry, trades unions and regional development bodies.

Mr Morris will take part in inward investment seminars in Tokyo on 2 November and Osaka on 4 November and hold discussions with officials of the Japanese Foreign Office, the Ministry of International Trade and Industry, and Keidanren (Japanese equivalent of the CBI).

Speakers at the seminars will be Sir Charles Villiers, chairman, British Steel Corporation; George Young, managing director, East Kilbride New Town and Stonehouse Development Corporation; Dennis Stevenson, chairman, Aycliffe and Peterlee Development Corporation; Joe Mills, northern regional secretary, TGWU; and Mr K. Nishizaki, production director, NSK Ltd, Peterlee.

Other organisations represented will be the Welsh Office; Welsh Development Agency; Development Corporation of Wales; Northern Ireland Industrial Development Office; British Steel Corporation (Industry) Ltd; North of England Development Council; North West Industrial Development Association and the Yorkshire and Humberside Development Association.

Export Year lunch at Commons

Berisford's Ltd, Congleton, manufacturers of ribbons, bindings, labels and trimmings, with its local MP, Nicholas Winterton, entertained a number of overseas agents and distributors to lunch at the House of Commons on Tuesday, 25 October. The agents and distributors, who came from as far away as Australia, Norway and Denmark, are the winners of an Export Year competition organised by Berisford's for all its overseas representatives.

The lunch was attended by members of all sections of the company, as well as by David Royce, chairman of the National Export Year executive committee, and Roy Earnshaw, Export Year adviser. It marked the culmination of Berisford's Export Year activities, which started with a visit last year to the company by the Duke of Kent, vice-chairman of the British Overseas Trade Board and a patron of Export Year.

New director for ECGD London office

Barrie Sidwell has been appointed director of the central London office of the Export Credits Guarantee Department which serves exporters in the City and West End, it was announced on Monday. He succeeds Denis Hake, who, having successfully established the office as a merger of the former west London and City offices, has returned to a senior post at head office.

Mr Sidwell, who is 41, joined ECGD in 1957. During the last two and a half years he has been a senior underwriter in the department's comprehensive guarantee division. Before that he worked in a number of head office divisions and London area offices, including a period as private secretary to Sir Laurence Menzies and Sir Anthony Percival, former secretaries of ECGD.

ECGD's central London office at Waverley House, Noel Street (off Oxford Street) serves exporters in postal districts EC1 to 4, WC1 and 2, W1 and SW1. During the year ending 31 March 1977 the office insured export business valued at £1,539 million from over 900 policyholders, a growth of 31 per cent over the previous year.

EUROPE

Jet project goes to Culham

Jet – the joint European torus thermonuclear fusion project – will, after all, be sited at Culham in Oxfordshire. EEC research ministers meeting in Luxembourg on Tuesday; took the decision to site the £120 million project at Culham after discussions which have spanned over two years.

The Department of Energy feels that Jet, which will have the potential to approach the conditions which will be reached in commercial fusion reactors of the next century, will be the most advanced fusion experiment in Europe.

Jet, says the department, will maintain the community position at the forefront of a vital energy technology, one which, as a limitless and benign energy source, shows the greatest promise among many alternatives under investigation.

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Springboard for Dutch investment

Over 100 Dutch industrialists were briefed on the prospects for investment in the United Kingdom at a seminar held in The Hague on 20 October. Organised by the Department of Industry's Invest in Britain Bureau, it was the springboard for an intensive compaign over the next two to three years to attract more Dutch investment to the United Kingdom.

Alan Williams, Minister of State for Industry, invited the industrialists to base themselves in the United Kingdom and to share in the benefits of the government's policy for the regeneration of British industry. Speaking at the lunch following the seminar, he told the delegates that the climate for investment in Britain was better today than it had been for many years. The last 12 months had seen an enormous improvement in Britain's economic position with the stabilisation of its currency and the securing of its energy supplies.

Features of the government's industrial strategy were described by Mr Williams. Recognising that to achieve its aims it must have a vigorous and profitable private sector, the government had given priority to the needs of industry. He spoke of Britain's falling rate of inflation and the enormous improvement in the last two years in industrial relations, with less than one hour per worker lost through strikes in 1976.

The Invest in Britain Bureau received the active collaboration of the federation of Netherlands Industry (VNO) whose president, Chris Van Veen, with Sir Richard Sykes, British ambassador to the Netherlands, opened the seminar. The Netherlands Chamber of Commerce and the Netherlands Christian Employers Federation co-sponsored the event. Mr J. C. Oosterwjick, managing director of the Dutch confectionery firm, Van Melle Ltd, told the delegates of his company's satisfaction with the standard of labour and industrial relations at its factory in Bury St Edmunds.

Leyland chairman relinquishes appointment

Arrangements were made by the National Enterprise Board, British Leyland and Sir Richard Dobson on 21 October for Sir Richard to relinquish his appointment as non-executive chairman and a director of British Leyland. In enabling such arrangements to be made, the National Enterprise Board recognised that Sir Richard Dobson was exclusively moved by and concerned with the good relationship between management and employees. Sir Richard's principal concern was to avoid any damage to the delicate labour situation now prevailing and on that account he accepted that a change of chairmanship might have benefits.

Eric Varley visits BSC Port Talbot

Eric Varley, Secretary of State for Industry, in the control room of the BOS (basic oxygen steelmaking) plant during his visit to the British Steel Corporation at Port Talbot on 18 October.

Working group approval for co-operative development agency

A working group report on a co-operative development agency, published on 21 October, concludes that there is a need for a co-operative development agency to help develop activity in the co-operative sector.

Its general objectives would be to promote the principles and practice of co-operation generally; to represent the interests of the co-operative movement as a whole; to keep the development of co-operation and the law governing co-operation in the United Kingdom under review; to undertake studies and research; to recommend ways in which the development of co-operation might serve the public interest, and be facilitated; to identify suitable projects to be undertaken on a co-operative basis; to advise on proposals to establish co-operatives; and to provide legal, financial and other advice to co-operatives.

The working group was set up in March by Alan Williams, Minister for Industry, to study how an agency might be created to promote the interests and encourage the development of co-operatives. Co-operative organisations, trade unions and government departments were represented.

A majority among co-operative members of the working group recommends that a CDA should be a statutory body, the members of which would be appointed by the Secretary of State for Industry after consultation with all classes of co-operative organisation. It also recommends that the government should bear as launching finance the whole of the estimated cost (£300,000 a year) to establish an agency and run it for three years.

In a dissenting minority report four members – from organisations representing co-operative credit unions, housing co-operatives and industrial common ownership – argue for a differently constituted CDA on which most, or all, of the members would be appointed directly by the individual co-operative organisations to represent sectional interests.

The 'Report of the Working Group on a Co-operative Development Agency' (cmnd 6972) is published by HMSO, price 75p net.

Small firms in inner cities: one-day conferences

At the first of a series of one-day conferences for small firms in the inner cities to be held in Lambeth Town Hall on 25 November,

Harold Lever, Chancellor of the Duchy of Lancaster, will give the opening address. Guy Barnett, Parliamentary Under-Secretary of State, Department of the Environment, will chair the conference and Bob Cryer, Parliamentary Under-Secretary of State, Department of Industry, with special responsibility for small firms, will also speak.

The white paper 'Policy for the Inner Cities' emphasised that a revival of economic activity and confidence in inner city areas was fundamental to the regeneration of those areas. Small firms have much to contribute to this revival and the Departments of the Environment and Industry are jointly sponsoring the conferences in major regional centres.

The conferences will provide for an exchange of views, ideas and information between small firms, central and local government, public sector bodies and financial institutions. Each one will be chaired by a minister from the Department of the Environment or the Department of Industry and attended by a minister from the other department. The mornings will be devoted to keynote speeches and during the afternoons there will be group sessions dealing with finance and specialist services, the workforce and building and development.

To complete the series, during the period from 25 November to the end of February, conferences are being arranged in Birmingham, Hackney, Leeds, Liverpool, Manchester, Newcastle and Nottingham. Details of these will be announced in due course.

Nurturing the small firm — Fraser

A commitment to increasing government support for the smaller firm was given by John Fraser, Minister of State for Prices and Consumer Protection, on 19 October.

Addressing the European Study Conference on the financial motivation of managers in London, he said there were features of growth and regeneration which no government could ignore. Big and successful industrial processes and commercial methods were as likely as not to have started as a small enterprise and certainly owed their origins to the creative and innovative genius of a few or even one individual. 'Some say big is beautiful – like the beech tree with roots, branches, strength and cover. But a characteristic of the beech tree is that nothing grows beneath it. We do not want a beech tree economy.'

Roughly 40 per cent of net manufacturing output was concentrated in the top 100 firms, he said. Five years ago in 1972 about a quarter of all manufacturing sectors had been concentrated to the extent that five firms were responsible for 70 per cent of gross output in each sector. 'Even in food manufacture there are 50 well-known products in which a single firm holds over 40 per cent of the market. There are many products and services where almost 100 per cent of the market is held by one firm.'

He pointed out that it was partly to avoid the dangers of the beech tree economy that the government recently passed the Price Commission Act which focused the powers of the Price Commission on investigating prices and charges, taking account, amongst other things, of competition (or the lack of it) and efficiency and innovation. For that reason a monopolies and mergers policy was operated with a commission and an independence and respect which it shared with the Price Commission.

The government was now addressing itself to the fusion of competition institutions and their working methods and criteria. Mr Fraser explained that anti-monopoly and competition policy were not just about protection of the shopper and the consumer, but about the size and range of firms. It concerned entry into the market by competitors, discrimination by big firms against small firms, refusal to supply, refusal to sell outright in place of leasing, and discounting which was unfairly adverse to new competitors. It was a policy for the small and medium-sized firm to grow unhindered by giants, he added, and if the policy did not nurture the growth of innovators and go-getters it would have failed and that failure would have to be cured.

The need to nurture the small firm had been underlined in the recent white paper on inner cities, Mr Fraser went on. Structural and sectoral changes, obsolescent technologies and systems, mergers and economies of scale had all left many inner city areas bereft of the major employers. Giant industrial employers were hardly likely to re-enter the inner city with their factories and even if they did they would not always be welcome for environmental reasons. It was for that reason, he said, that the white paper referred to the resources and energies of small and medium-sized firms as essential if real progress was to be made and the diversity and vitality for so long characteristics of inner cities to be restored.

London goes electric

Chloride Technical is to build 25 more 'Silent Karrier' electric-powered delivery vans for the joint DOI/GLC 'London goes electric' experiment in 1978. Developed jointly by Chloride, Chrysler and the National Freight Corporation, Silent Karrier is already in experimental use from selected NFC depots, powered by a new high-energy battery developed by Chloride Technical. Development work continues on 'Silent rider', the battery-powered bus in experimental service with Greater Manchester Transport, and on the electric-powered Ford Escort, but much depends on the successful development of the new sodium sulphur battery, a lightweight power source with five times more energy storage potential than a standard lead acid battery of the same weight. With such a unit, a run of over 120 miles could be made between each charge, enabling the vast majority of city centre buses, taxis and delivery vehicles to be converted to pollution-free electric power.

New small-unit factory programme announced

Speaking at Newcastle on 19 October, Alan Williams, Minister of State for Industry, announced a new initiative in government factory building designed to foster the development of small manufacturing enterprises and which will create about 1400 jobs.

Describing the Department of Industry's plans to create large new complexes of small factory units in six locations in the assisted areas, Mr Williams said, the largest development would be on the Fenham Barracks site in central Newcastle where the factory units of various sizes would total 120 000 sq ft. This would provide about 480 jobs when completed.

Other developments were planned for Middlesbrough (80 000 sq ft, 320 jobs), Hull (50 000 sq ft, 200 jobs) and on north Merseyside where two factory developments already announced would be extended to produce developments of 50 000 sq ft at Grain Street (Liverpool) and 30 000 sq ft at Bootle. Together these would total 320 jobs. A smaller-scale complex was to be provided on the Cardrew industrial estate at Camborne, Cornwall (20 000 sq ft, 80 jobs).

Referring to the department's change of emphasis in its latest programme, Mr Williams said that in the last two years or so the department had increasingly acknowledged the needs of small firms in the make-up of its regular advance factory programmes by providing unit factories in many locations. The rate at which sound tenants had come forward for these units confirmed the department's view that the small-firm sector provided strong potential demand for suitable

modern factory space which, if satisfied, had a valuable contribution to make in the provision of new jobs.

The developments now proposed were designed to create small business communities in larger complexes than hitherto to provide some flexibility in catering for firms' future growth within the complex – or which might lead to expansion to larger premises on the department's industrial estates. Small firms had a good record of employment creation and growth. Responding to their needs well justified the higher unit costs of development, Mr Williams added.

Detailed planning of the complexes is to be undertaken immediately by the English Industrial Estates Corporation, Mr Williams said, and it was hoped to have building substantially completed within two years. The cost of the programme would be of the order of £5.75 million.

Mr Williams made it clear that the department was continuing with its regular programme of advance factories in other areas and an announcement on the next programme will be made within the next few weeks.

Alan Williams to speak at Yorkshire industrial strategy conference

Alan Williams, Minister of State, Department of Industry, will be the opening speaker at a major one-day conference in Leeds on Thursday, 10 November when industrialists from all parts of the Yorkshire and Humberside region will discuss regional implications, options and action priorities, arising from the government's national industrial strategy.

Organised by the British Institute of Management (BIM), Yorkshire and Humberside Economic Planning Council and the National Economic Development Office (Nedo) at the Civic Hall, the conference will also debate questions central to the new BIM campaign – the 'Spur' Initiative – which aims to show in practical terms how the skills of professional people who contribute to manufacturing effort, and professional managers in particular, can be stimulated to improve overall UK industrial performance.

Further information and applications to attend are available from BIM Conference Department, Management House, Parker Street, London WC2B 5PT.

Systems Designers to join Insac

Computer systems consultancy Systems Designers Ltd and the National Enterprise Board have agreed a deal by which Systems Designers will join Insac Data Systems Ltd (Insac), the National Enterprise Board subsidiary set up to market British computer skills and services overseas. The agreement is subject to ratification by a shareholders' meeting.

Under the agreement NEB will purchase 26 per cent of the company's shares for £182,000. In addition NEB will provide a £300,000 loan facility which can be called upon in stages over five years. Philip Swinstead, Systems Designers' managing director, will join the board of Insac.

Systems Designers was formed in 1969 and is now a leading European systems house specialising in mini- and micro-computers. This year the company is on target for a projected turnover of £1.2 million with a profit of £200,000. It has no plans to call on the NEB facility during the next six months but will use it to finance its five-year expansion plan.

Six-cylinder engine developed for new Rover 2300 and 2600

The Rover 2300 and 2600 models introduced by Leyland Cars are powered by a new six-cylinder engine (of 2350cc and 2597cc respectively), the first completely new engine to result from planning and development work since the Leyland merger. The models will replace the Rover 2200 and the Triumph 2000/2500 ranges, as part of Leyland Cars' product rationalisation programme. They are being built at Solihull in Leyland Cars' new £31 million facility which incorporates an advanced paint plant and vehicle assembly hall. The models are based on the five-door body and spacious interior design which helped the Rover 3500 to win the European 'car of the year' award and which brought sales worth over £70 million in the first year. The picture shows the 2300 model.

Consumer representatives wanted for Post Office Board

Two people to become part-time Post Office Board members and look after the interests of consumers are still being sought by the Department of Industry, said Gerald Kaufman, Minister of State at the Department of Industry, on 19 October.

He explained that the department wanted to broaden the field from which such appointments were normally made. 'Right now we need two people who can look at Post Office problems in a very wide context while speaking from the point of view of millions of consumers. They will need to have the qualities to play a full and constructive part in the whole range of Post Office Board discussions and to devote a fair amount of their time to this work. Candidates should themselves be users of the range of Post Office services, preferably both in a personal capacity and in their normal work. Experience of voluntary work, and in a consumer and/or welfare organisation would be valuable additional qualifications.'

'Clearly we are looking for people with wide experience in a number of fields,' continued Mr Kaufman. 'We should like to hear from anyone who considers they have the experience and qualifications for such a role by the end of October.'

The two people chosen to speak for consumers will take their place alongside management and trade union representatives as well as three other independent members on the new Post Office Board which is due to start work at the beginning of next year.

Applications, which should contain full details of experience and qualifications, should be sent to Mr J. E. M. Beale, Department of Industry, Waterloo Bridge House, Waterloo Road, London SE1 8UA.

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, ext. 368 or telex 886143).

WDA plans to divert river for industry site

In order to open up a 111-acre site at Llantrisant, mid-Glamorgan, for a major industrial estate, the Welsh Development Agency is planning to divert a river. The agency is proposing to develop land for factories at Ynys-y-plwm, Llantrisant, on the other side of the A4119 trunk road from the Royal Mint, on a site which is bisected by the River Ely.

A feasibility study on the project has been successfully completed and a design study on river diversion and site preparation works is now under way, financed jointly by the WDA, Mid Glamorgan County Council, Taff-Ely District Council, and the Welsh National Water Development Authority.

The Secretary of State for Wales has approved the agency's acquisition of the site and negotiations are in progress for the purchase of all the land nedeed for the development. Preliminary studies indicate that the site could accommodate factories with a floor space capable of supporting about 3000 jobs.

More jobs for Cardiff

Secretary of State for Wales, John Morris, announced on 18 October the formal allocation of the Welsh Development Agency's 25 000 sq ft factory at Pentwyn, Cardiff, to Setpoint Ltd, of Battersea, London. The company, which expects to employ 77 workers after its first year of operation, plans to increase this figure to 180 over a three-year period.

Setpoint Ltd is engaged in the design, production and installation of heavy-duty weighing systems and at the new factory also propose to develop three new product lines. It is intended to maintain the company's design and administrative unit in London, but to transfer all production to Pentwyn.

Among Setpoint's new product lines are what the firm describes as 'fourth generation weighing equipment' which will incorporate microprocessors. This will mean that weight measurement control, data processing and recording can all be carried out by assembling standard electronic configurations. The same units can be used for different purposes merely by changing the software.

Work starts on factories for Teesside . . .

Work has been started on further advance factories for the Department of Industry on the Teesside industrial estate, Thornaby, Cleveland.

A contract worth about £440,000 has been awarded to Turriff Ltd of Durham City which is building two factories of about 2100 m² (23 000 sq ft) each. Architects for the project are Blackbell and Rooker of Thornaby and the quantity surveyors are Martin and Felton of Sunderland. The premises should be ready for occupation in May 1978.

A 1350 m² (15 000 sq ft) factory and a block of six terrace units totalling 1350 m² (15 000 sq ft) are being built by Rush and Tompkins Ltd of Stockton-on-Tees under a contract worth about £350,000. Architects for this project are Elder Lester and Partners of Yarm and the quantity surveyors are Turner and Townsend of Thornaby. The premises should be ready for occupation in June 1978.

. . . on eight terrace units at Bootle

Work has also been started on two blocks of advance factory terrace units for the Department of Industry on the department's new site at Brook Road, Bootle. Each block has an area of about 1260 m² (13 500 sq ft) and is capable of division into four individual units.

A contract worth about £430,000, which includes site development works, has been awarded to William Hall and Sons Ltd of Southport, architects for the project are the Gilling Dod Partnership and the quantity surveyors are the Youdan Briggs Partnership, both of Liverpool. The premises should be ready for occupation by May 1978.

. . . and on two factory units at Malton

Work has been started on an advance factory of about 450 m² (5000 sq ft) for the Development Commission at Norton Grove industrial estate, Malton, north Yorkshire. The factory is capable of being divided into two units of 225 m² (2500 sq ft) each.

A contract worth about £87,000, which includes site development works, has been awarded to T. Wright and Son (Hull) Ltd of Hull. Architects for the project are Elder Lester and Partners of Yarm and the quantity surveyors are Turner and Townsend of Leeds. The premises should be ready for occupation during May 1978.

Patent Office publications for industry

The Patent Office offers industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, and 50-year subject matter file lists of British Patent Specifications. Details of these and other publications may be obtained by post from Sale Branch, the Patent Office, Orpington, Kent, BR5 3RD, or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, WC2.

Local engineers to expand at Team Valley

Howe Systems Engineering has taken occupation of one of the new terrace units built by the English Industrial Estates Corporation on the Team Valley Estate, Gateshead.

Control panels

The firm, which designs and manufactures control panels and systems for industrial and marine use, currently occupies small premises in Gateshead and urgently needs the larger premises to cope with an expanding order book.

South Hampshire industrial park nearly complete

An aerial view of the new South Hampshire industrial park at Colmore, Southampton. Situated within a mile of the M27 the initial development of four acres, of the total 50 acres available, is now nearing completion and includes 21 separate factory and warehouse units ranging in size from 5 000 sq ft to 100 000 sq ft.

Coal R and D projects worth £60m under consideration – Eadie

Proposals for a £60 million coal R and D programme are at present under consideration by the coal industry tripartite working party on research and development, said Alex Eadie, Parliamentary Under-Secretary of State for Energy, on 19 October.

Mr Eadie, who is chairman of the working party, was speaking at the National Coal Board's Coal Research Establishment at Stoke Orchard, near Cheltenham, the last of a number of R and D establishments recently visited by the working party.

Mr Eadie said that Britain was vastly fortunate in having an immense wealth of coal. The tripartite working party on R and D was continuing the work first started during the coal industry examination of 1974 of finding new uses and hence new markets for British coal. It was examining the progress that had been made with coal R and D to date; and it would go on to determine the priorities which should be set for the future.

Mr Eadie went on to describe the five proposals for coal liquefaction and gasification projects now before the working party. One project had been proposed by the British Gas Corporation (BGC); the rest by the National Coal Board (NCB).

He pointed out that BGC was already a world leader in coal gasification technology and now wanted to take its work a step further to develop a process to gasify coal more cheaply and more efficiently. The project could increase the range and quality of coals which could be gasified. And it could mean that less coal would be needed to produce each therm of gas.

Mr Eadie said that the same principles of cheapness and efficiency underlined the four proposals on coal liquefaction and gasification put forward by NCB which could result in an ability to produce more gallons of fuel with fewer tons of coal: two of the projects were to liquefy coal both to a scale of about 20 tons per day, the third proposal was a sophistication of coal carbonisation, heating the coal quickly in a hydrogen atmosphere; and the fourth, for a 25-ton-per-day pilot plant for a fluidised bed-coal gasifier to produce low-calorific-value gas, capable of driving both a gas turbine and then a steam turbine, via a waste heat boiler.

Energy Commission: 22 invitations sent . . .

Secretary of State for Energy, Tony Benn, has written to 22 people inviting them to be members of the Energy Commission. The government's decision to establish the commission was announced on 28 June (see *Trade and Industry*, 8 July, page 6).

Of the 22, seven are drawn from the energy industries, seven are drawn from the TUC fuel and power industries committee and eight are drawn from other interests. The Secretary of State for Energy will chair the Energy Commission. Gregor MacKenzie, Minister of State at the Scottish Office, will also be a member and other ministers with an interest in energy matters will be able to attend meetings.

The names of those invited to become members of the Energy Commission are:

Mr F. A. Baker, national industrial officer, National Union of General and Municipal Workers.

Mr M. C. J. Barnes, member, National Consumers' Council, and chairman designate, Electricity Consumers' Council

Mr D. R. Berridge, chairman, South of Scotland Electricity Board

Mr R. Birch, executive councilman, Amalgamated Union of Engineering Workers

Mr T. Carlile, managing director, Babcock and Wilcox Ltd

Mr F. J. Chapple, general secretary, Electrical, Electronic, Telecommunications and Plumbing Union

Mr G. A. Drain, general secretary, National and Local Government Officers Association

Sir Derek Ezra, chairman, National Coal Board

Sir Brian Flowers, rector, Imperial College of Science and Technology

Mr J. Gormley, president, National Union of Mineworkers

Professor Sir William Hawthorne, chairman, Advisory Council on Energy Conservation

Sir John Hill, chairman, United Kingdom Atomic Energy Authority

Lord Kearton, chairman and chief executive, British National Oil Corporation

Mr R. L. E. Lawrence, vice chairman, British Railways Board and board member, National Freight Corporation

Mr D. E. Lea, secretary, TUC Fuel and Power Industries Committee

Baroness MacLeod of Borve, chairman, National Gas Consumers' Council

Dr A. W. Pearce, chairman, United Kingdom Petroleum Industry Advisory Committee

Sir Denis Rooke, chairman, British Gas Corporation

Mr E. C. Sayers, chairman, Duport Industries Ltd

Mr D. E. Tench, chairman, Domestic Coal Consumers' Council

Mr F. L. Tombs, chairman, Electricity Council

Mr C. H. Urwin, deputy general secretary, Transport and General Workers Union.

Membership of the commission will be on a part-time and unpaid basis. It is envisaged that the Energy Commission will meet about four times a year. The first meeting will be held on 28 November 1977.

New Gatwick Airport bridge finished

The new structural steelwork bridge and entrance building, at Gatwick Airport fabricated and erected by Robert Watson and Company (Constructional Engineers) Ltd of Bolton. The bridge, which was launched across the main London-Brighton railway line at night, is part of the airport's £70 million development programme.

. . . and first working document prepared

A working document on energy policy [1], the first paper to be prepared for the Energy Commission, was published on 14 October by the Department of Energy. It will be considered by the commission at its first meeting in November.

The document looks in detail towards the end of the century and, more tentatively,

[1] Working Document on Energy Policy for the Energy Commission. Energy Commission Paper No. 1. Published by the Department of Energy and available free of charge from the Department of Energy Library, Thames House South, Millbank, London SW1.

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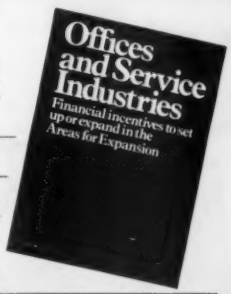
Name_____

Position in Company_____

Company_____

Nature of Business_____

Address_____



TI 28/10S

The Areas for Expansion

ISSUED BY THE DEPARTMENT OF INDUSTRY
in association with the Scottish Economic Planning Department and the Welsh Office.

ENCIRCLE TI 641 ON PAGE 206 FOR FURTHER INFORMATION

beyond and explains why a fixed blueprint for energy policy would not be appropriate. It examines a strategy and explains the need for that strategy to be kept under review and adjusted in the light of developments both worldwide and in the UK. It is not a statement of government policy and has not been considered by ministers collectively. The government intends, in the light of comments received, and after the Energy Commission has considered the working document, to publish a green paper on energy policy.

The document considers the objectives of energy policy and the means by which policies may be implemented. It sets the UK energy sector in a world context and considers the various component parts of energy policy – energy conservation, coal, oil, gas, electricity, nuclear power and research and development, including conservation and alternative sources of energy. It also examines the environmental aspects of energy policy and the ways in which energy policy interacts with industrial, social and other policy considerations.

Clearance of merger proposals

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before him not to refer the mergers of MK Electric Holdings Ltd and Ega Holdings Ltd, and Dunlop Holdings Ltd and Colmant et Cuvelier SA, to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

Proposed acquisition by Smith Bros referred to Monopolies Commission

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided to refer the proposed acquisition by Smith Bros Ltd of Bisgood, Bishop and Co Ltd to the Monopolies and Mergers Commission for investigation and report under the provisions of the Fair Trading Act 1973. The commission is being required to make its report within four months.

Public interest

The decision to make a reference to the commission does not in any way prejudge the question whether or not the merger concerned would be against the public interest. It is for the commission to report on this after investigation.

Building new 'road to the isles'

Pictured working on the new 'road to the isles' is this specially modified Caledonia 90-ton Grove crane. The crane, which has a long-reach facility, is positioning concrete culvert sections at bridge no. 7 on the A9 about five miles north of Calvine in Inverness-shire.

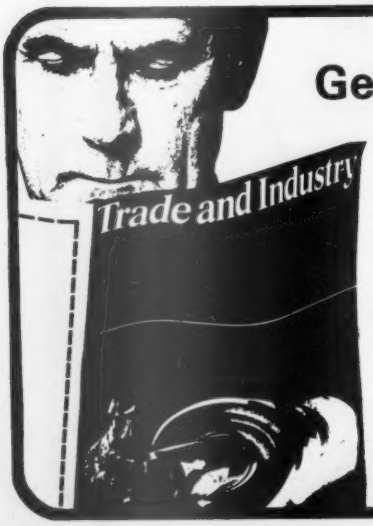
Official appointments

United Kingdom Atomic Energy Authority. Tony Benn, Secretary of State for Energy, has reappointed Sir John Hill as chairman of the United Kingdom Atomic Energy Authority (UKAEA) with effect from 16 October 1977; the appointment will terminate on 21 February 1981.

North Western Electricity Board. Mr Benn has appointed Ian C. Smith of Preston and John E. Miller of Workington as part-time members of the North Western Electricity Board for a period of three years, in each case from 24 October 1977.

Finance for technology

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance. NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere. NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance. The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, Kingsgate House, 66-74 Victoria Street, London SW1E 6SL, or by telephoning 01-828 3400.



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Wembley Auction Sales 1977

1 November 1977

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Service Agency Supplies Stores India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
Description of Goods:	Office and Miscellaneous Furniture etc.
Auctioneers:	Messrs. Hollingsworths Westcombe House 56/58 Whitcomb Street Leicester Square London WC2H 7DR Tel. 01-893 1875

Potential buyers are advised to refer to the official catalogue available direct from the auctioneers price 10p

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ENCIRCLE TI 642 ON PAGE 206 FOR FURTHER INFORMATION

Government sales

8 & 9 November – Miscellaneous

Location
Auctioneer's premises

Auctioneers
Wooland Son and Manico (Dept L), Kinterbury House, St Andrews Cross, Plymouth PL1 2DQ (tel. 0752 69292)

Stores lying at depots in the West Country including textiles and clothing, furniture, machine and hand tools, vehicles and MT spares, engineering and electrical equipment, paint and other items.

16 November – Miscellaneous

Location
The Post House Hotel, Herbert Walker Avenue, Southampton

Auctioneers
Austin and Wyatt (Dept L), 79 High Street, Fareham, Hants (tel. 03292 4211/4)

The stores lying at various depots include large quantities of furniture, especially metal bedsteads, clothing, textiles and footwear, household effects, photographic equipment, engineering equipment, lathes, fire extinguishers, MT spares and tyres, vehicles and trailers and other items.

Catalogues which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p (postal orders only).

Economic Trends Annual Supplement

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Please send your orders to Her Majesty's Stationery Office, PM1C (ZT9), Atlantic House, Holborn Viaduct, London EC1P 1BN. Government publications can be bought from the government bookshops in London, Edinburgh, Belfast, Manchester and Bristol, or through booksellers.

See Yellow Pages for your nearest stockist of government publications.

HMSO BOOKS

Moneylenders Acts 1900 to 1927

Entries in these lists are in alphabetical order according to the first initial letter of the title.

The following companies held orders of exemption valid at 30 September 1977 issued under section 6(e) of the Moneylenders Act 1900.

A. Booth (Estates) Ltd
Afforestation Finance Ltd
Agricultural Supplies (Cambridge) Ltd
Airedale Investment Ltd
Alex Lawrie Factors Ltd
ANZ Overseas Finance Ltd
Ashbrae Finance (UK) Ltd
Austin Morris Group Facilities Ltd

B. A. Finance Ltd
B. S. G. Finance Ltd
Banca Commerciale Italiana Ltd
Barclays Export and Finance Co Ltd
Barclays Overseas Development Corporation Ltd
Beamtenheimstattenwerk Gemeinnutzige Bausparkasse Fur Den Offentlichen Dienst Gesellschaft Mit Beschranker Haftung
Bentworth Trust Ltd
Book Trade Improvement Ltd
British Maritime Trust Ltd
Bucks Land and Building Co Ltd
Builders and General Mortgage Co Ltd, (The)
B. W. Trade Facilities Ltd

CDFC (Ceylon) Ltd
CDFC International Ltd
CDFC (Malaysia) Ltd
Cameron Fund Ltd, (The)
Canadian Ashland Finance (UK) Ltd
Capital Development Co Ltd
Chrysler Wholesale Ltd
Ciba Geigy (GFS) Ltd
CIN Industrial Finance Ltd
Circle and Piotrkow Provident and Investment Society Ltd
City and Colonial Trust Ltd
Claymore Field (Finance) Ltd
Commerce International Trust Ltd
Commonwealth Development Finance Co Ltd
Contemporary Finance Co Ltd
Council for Small Industries in Rural Areas

Dao Heng Bank Ltd
D. F. J. Charles Ltd
Deutsche Bank (UK) Finance Ltd
Development Finance International Ltd
Diaome Ltd
Dominion Charter Merchant Trust Ltd
Dorset, Somerset and Wilts Investment Society Ltd
Dreghorn Holdings Ltd
Dunlop Investments Ltd
Dunlop Securities Ltd

Efdum Securities Ltd
English Association Investment Trading Co Ltd, (The)
Equipment Credit Ltd

Faircliffe Finance Co Ltd, (The)
Farnworth Finance Facilities Ltd
Fenlock Investments
Finance Corporation for Industry Ltd
Finfur Ltd
First Canadian Financial Services (UK)
First Guarantee Trust Co Ltd
First Maryland Finance Ltd
First National Housing Trust Ltd
Ford Financial Trust Ltd
Ford Motor Credit Co Ltd
F. W. Developments Ltd

GEC Investments Ltd
Gee and Watson (Welfare and Benevolent) Ltd
General Reversionary and Investment Co Ltd
Grand Metropolitan (Finance) Ltd
Guardian Mortgage Co Ltd

Henderson Administration Ltd
Heritable Securities and Mortgage Investment Association Ltd, (The)
Hobbart Properties Ltd
Hoeschst Finance Ltd
Hogarth Finance Ltd
Home and Country Properties Ltd

Independent Factors Ltd
Indochine Finance (UK) Ltd
Insurance Export Finance Co Ltd
I. S. Blomfield Ltd
Ivor Hill (Investments) Ltd

J. F. Nash Finance Ltd
J. P. Morgan Interfunding Corporation
John Laing Construction (Finance) Ltd
Jubilee Money Society Ltd

Kingston Financial Service (Clyde) Ltd

Lancashire and Yorkshire Reversionary Interest Co Ltd
Langersal Ltd
Langham Life Finance Ltd
Law Reversionary Interest Society Ltd, (The)
Lington Holdings Ltd
Liverpool Reversionary Co Ltd, (The)
L. L. and E. Finance (GB) Ltd
Lloyds and Scottish Finance Ltd
London Mercantile Finance Ltd
London Mercantile Guarantee Ltd
Lyle Finance International Ltd

Mall Trust Corporation Ltd
Manufacturers Hanover Export Finance Ltd
Master Bakers and Confectioners Finance Co Ltd
Maybells Finance Ltd
Merban Ltd
Methodist Chapel Aid Association Ltd
Midland Industries (Finance) Ltd
Millbank Development Services Ltd
MIT Securities Ltd

National and Commercial Development Capital Ltd
National Film Finance Consortium Ltd
NCNB (Export Finance) Ltd
New York London Trustee Co Ltd
Niagara Financial Services Ltd

Oakmere Finance Ltd
Ordinto Investments Ltd

Pan American Employees Mutual Association Ltd
Paribas Finance Ltd
Phoenix Redcliffe Ltd
Piper Finance Ltd
Pleasure Heating Finance and Developments Ltd
Property Investment and Finance (Developments) Ltd

Queen Street Trust Ltd

Raleigh Industries (Gradual Payments) Ltd
Rediffusion Finance Ltd
RIB Eastern Ltd
Rio Tinto Finance and Exploration Ltd
RMC Finance Ltd
Robert Fleming and Co Ltd
Roitex Ltd
RTZ Finance Ltd

SCR Finance Ltd
St James's Development Trust Ltd
St Paul's Guarantee Corporation Ltd
Sale Tilney (Finance) Ltd
Scottish and European Finance Ltd
Selap Ltd
Selection Trust Ltd
Ship Mortgage Finance Co Ltd
Small Industries Council for Rural Areas of Scotland
South Birmingham Savings Society Ltd
Southsea Mortgage and Investment Co Ltd
Standard Guarantee Ltd
Stewart Salmon and Co Ltd
Swiss Bank Corporation (International) Ltd

TKM Credit Corporation Ltd
TKM Factors Ltd
Thomson North Sea Finance Co Ltd
Toronto Dominion Bank Investment (UK) Ltd
Treesford Securities Ltd
TWA United Kingdom Credit Union Employees Ltd

UDT International Finance Ltd
UKF Fertilisers Ltd

Warbridge Investment Co Ltd
Wates Ltd
Wessex Finance Corporation Ltd
West End Provident and Investment Society Ltd
Westminster House and Land Investment Co Ltd
Whitehall Securities Corporation Ltd
Wilkinson Finance Ltd

Yelverton Finance (London) Ltd
Yorkshire Bank Finance Ltd

The following persons held certificates, valid at 30 September 1977 under section 123 of the Companies Act 1967, to the effect that they had satisfied the Department of Trade that they could properly be treated for the purposes of the Moneylenders Acts 1900 to 1927 as being persons bona fide carrying on the business of banking.

African Continental Bank Ltd
Allied Bank International
Amex Bank Ltd
Anglo-Continental Trust Ltd (in liquidation)
Anglo-Eastern Bank Ltd

Banco do Estado de Sao Paulo SA
Bank of Europe Ltd
Bank Fur Gemeinwirtschaft AG
Bank Hapoalim BM
Bank of New Providence Ltd
Bank of New South Wales Savings Bank Ltd
Bank of Scotland Finance Co Ltd
Bank of Tokyo Trust Co, (The)
Barclays Bank Trust Co Ltd
Barclays Western Bank Ltd
Barnett, Christie Ltd
Bear Securities Ltd
Beverley Acceptances Ltd
Boston Trust and Savings Ltd
Bowmaker Ltd
Bremar Holdings Ltd
Brook Securities and Co Ltd
Brown Harriman and International Banks Ltd
Burlington Investments Ltd
Burston Finance Ltd (in liquidation)

Cannon Street Acceptances Ltd (in liquidation)
Capitol Consumer and Commercial Finance Ltd
C. E. Coates and Co Ltd
Cedar Holdings Ltd
Central Trustee Savings Bank Ltd
Chancery Trust Ltd
Chase Manhattan Ltd
Citibank Trust Ltd
Citicorp International Bank Ltd
Cleveland Guaranty Ltd
Clydesdale Bank Finance Corporation Ltd
Commercial Bank of Malawi Ltd
Commercial Bank of Wales Ltd
Commercial Credit Services Ltd
Commonwealth Savings Bank of Australia
Commonwealth Trading Bank of Australia
Concorde Trust Ltd
Consolidated Credits and Discounts Ltd
Co-operative Commercial Bank Ltd
Copleys Bank Ltd
Corinthian Securities Ltd
Credit Suisse White Weld Ltd
Credito Italiano SpA
Cripps Warburg Ltd
David Samuel Trust Ltd (in liquidation)
Dawnay Day and Co Ltd
Drayton Corporation Ltd
Duboff Brothers Ltd
Dunbar and Co Ltd
Eagil Trust Co Ltd
Edward Bates and Sons Ltd
E. S. Schwab and Co Ltd
European Brazilian Bank Ltd

First Chicago Ltd
First International Bancshares Ltd
First London Securities Ltd
First National Bank in Dallas
First National Finance Corporation Ltd
First National Securities Ltd

G. R. Dawes and Co Ltd
G. T. Whyte and Co Ltd (in liquidation)
Goode Durrant Trust Ltd
Gray Dawes and Co Ltd
Gresham Trust Ltd
Greyhound Guaranty Ltd
Grindlays Bank (Scotland) Ltd

Havana International Bank Ltd
Henry Ansbacher and Co Ltd
Heritable and General Investment Bank Ltd
HFC Trust Ltd
Hokkaido Takushoku Bank Ltd
Hume Corporation Ltd

Industrial Bank of Japan Ltd, (The)
Industrial Bank of Scotland Ltd
Investitions-Und Handels-Bank AG
Iran Overseas Investment Bank Ltd
Italian International Bank Ltd

Jacobs Kroll and Co Ltd (in liquidation)
Japan International Bank Ltd
Julian S. Hodge and Co Ltd
Julius Baer International Ltd

Knowsley and Co Ltd

Lloyds Associated Banking Co Ltd
Lloyds and Scottish Trust Ltd
Lombard North Central Ltd
London and County Securities Ltd (in liquidation)
London and European Finance and Investment Ltd
London Capital Securities Ltd
London Mercantile Corporation Ltd
Medens Trust Ltd
Merrill Lynch International Bank Ltd
Mitsubishi Bank Ltd, (The)

National Commercial Bank Ltd
National Union Bank Ltd
N. H. Woolley and Co Ltd
Nordic Bank Ltd
North Carolina National Bank
Northern Commercial Trust Ltd
Northern Trust Co (The)
Norwich General Trust Ltd

P. S. Refson and Co Ltd
People's Bank Ltd (The)
Philipp Brothers and Joseph Ltd

Red Dragon Securities Ltd
Republic National Bank of Dallas
Republic National Bank of New York
Robert Fraser and Partners Ltd
Royal Bank of Canada Trust Corporation Ltd (The)
Royal Trust Company of Canada, (The)
R. Raphael and Sons Ltd

Samuel Montagu (MBFC) Ltd
St Margarets Finance Ltd
Schlesinger Ltd
Security Trust Company Ltd
Societe Generale (France) Bank Ltd
Standard Chartered Merchant Bank Ltd
Sterling Credit Ltd
Sterling Industrial Securities Ltd

Trade Development Bank
Trucanda Trusts Ltd
Twentieth Century Banking Corporation Ltd

United Dominions Trust Ltd
United International Bank Ltd

Vavasseur Trust Co Ltd, (The)
Vernons Trust Corporation

Wallace Brothers Bank Ltd
Wells Fargo Ltd
Whiteaway, Laidlaw and Co Ltd
Williams, Glyn and Co
Wintrust Securities Ltd

Industrial news pictures

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story.

Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Protection of Depositors Act 1963

The following companies are recognised by the Secretary of State for Trade as banking or discount companies for the purposes of the Protection of Depositors Act 1963 (as amended) as at 30 September 1977. Companies marked with an asterisk are also recognised as banking or discount companies for the purposes of schedule 8 to the Companies Act 1948 (as amended).

*Alexanders Discount Co Ltd
Algemene Bank Nederland NV
*Allen, Harvey and Ross Ltd
Allied Bank International
Allied Irish Banks Ltd
*American Express International Banking Corporation
Amex Bank Ltd
*Antony Gibbs Holdings Ltd
*A. P. Bank Ltd
*Arbuthnot Latham and Co Ltd
*Australia and New Zealand Banking Group Ltd

Banca Commerciale Italiana SpA
Banca Nazionale del Lavoro SpA
*Banco de Bilbao
*Banco de Santander
Banco do Brasil SA
*Banco Espanol en Londres SA
Banco Urquijo Hispano Americano Ltd
Bank Hapoalim BM
*Bank Leumi (UK) Ltd
Bank Melli Iran
*Bank of Adelaide, (The)
Bank of America International Ltd
*Bank of America National Trust and Savings Association
*Bank of Cyprus (London) Ltd
*Bank of India
Bank of Ireland
*Bank of London and South America Ltd
*Bank of Montreal
*Bank of New South Wales
*Bank of New Zealand
*Bank of Nova Scotia, (The)
Bank of Scotland
Bank of Scotland Finance Co Ltd
*Bank of Tokyo Ltd, (The)
*Bankers Trust Co
*Banque Belge Ltd
*Banque Belgo-Zairoise SA
*Banque de L'Indochine et de Suez
Banque de Paris et des Pays-Bas, SA
*Banque de Suez (UK) Ltd
*Banque Nationale de Paris Ltd
*Banque pour le Commerce Continental
Barclays Bank Ltd
*Barclays Bank International Ltd
Barclays Merchant Bank Ltd
*Baring Brothers and Co Ltd
*British Bank of the Middle East, (The)
*Brown Shipley and Co Ltd

*Canadian Imperial Bank of Commerce
*Cater Ryder and Co Ltd
Central Bank of India
*Charterhouse, Japhet Ltd
*Chase Manhattan Bank NA, (The)
Chemical Bank
*C. Hoare and Co
*Citibank NA
City National Bank of Detroit
*Clive Discount Co Ltd
Clydesdale Bank Ltd
Clydesdale Bank Finance Corporation Ltd
*Commercial Banking Company of Sydney Ltd, (The)
*Commercial Bank of Australia Ltd, (The)
*Commercial Bank of the Near East Ltd, (The)
Continental Illinois National Bank and Trust Company of Chicago
Co-operative Bank Ltd
County Bank Ltd
Coutts and Co
Coutts Finance Co
*Credit Industriel et Commercial
*Credit Lyonnais
Credito Italiano SpA
Crocker National Bank

Dai Ichi Kangyo Bank Ltd
Daiwa Bank Ltd, (The)
Detroit Bank and Trust Co, (The)
Dow Banking Corporation

European Banking Co Ltd
European Brazilian Bank Ltd

*First National Bank of Boston
*First National Bank of Chicago, (The)
First Pennsylvania Bank NA
First Wisconsin National Bank of Milwaukee
Forward Trust Ltd
Fuji Bank Ltd, (The)

*Gerrard and National Discount Co Ltd
*Gillett Brothers Discount Co Ltd
Girard Trust Bank
Gray Dawes and Co Ltd
*Grindlay Brandts Ltd
*Grindlays Bank Ltd
*Guiness Mahon and Co Ltd

*Habib Bank Ltd
*Hambros Bank Ltd
Harris Trust and Savings Bank
*Hill, Samuel and Co Ltd
*Hong Kong and Shanghai Banking Corporation, (The)

International Commercial Bank Ltd
*International Westminster Bank Ltd
*Ionian Bank Ltd
Irving Trust Co
Italian International Bank Ltd

Japan International Bank Ltd
*Jessel, Toynbee and Co Ltd
*J. Henry Schroder Wagg and Co Ltd
Johnson Matthey Bankers Ltd
Julian S. Hodge and Co Ltd
Julius Baer International Ltd

*Keyser Ullmann Ltd
*King and Shaxson Ltd
*Kleinwort Benson Ltd

*Lazard Brothers and Co Ltd
*Leopold Joseph and Sons Ltd
*Lewis's Bank Ltd
Lloyds Associated Banking Co Ltd
Lloyds Bank Ltd
*Lloyds Bank International Ltd
*Lloyds Bank International (France) Ltd
Lombard North Central Ltd
London and Continental Bankers Ltd
London Multinational Bank Ltd

*Manufacturers Hanover Trust Co
Marine Midland Bank
*Mellon Bank NA
*Mercantile Bank Ltd
Mercantile Credit Co Ltd
Merrill Lynch International Bank Ltd
Midland Bank Ltd
*Midland and International Banks Ltd
Mitsui Bank Ltd
*Morgan Grenfell and Co Ltd
*Morgan Guaranty Trust Company of New York
*Moscow Narodny Bank Ltd

*National Bank of Australasia Ltd, (The)
National Bank of Detroit
*National Bank of Greece SA
*National Bank of New Zealand Ltd, (The)
*National Commercial and Glyns Ltd
National Westminster Bank Ltd
*Nedbank Ltd
*N. M. Rothschild and Sons Ltd
Nordic Bank Ltd
Northern Trust Company of Chicago

Orion Bank Ltd
*Ottoman Bank

*Rea Brothers Ltd
Republic National Bank of Dallas
*Royal Bank of Canada, (The)
Royal Bank of Scotland Ltd, (The)

Saitama Bank Ltd, (The)
*Samuel Montagu and Co Ltd
Samuel Montagu (MBFC) Ltd
*Sanwa Bank Ltd, (The)
Scandinavian Bank Ltd
*Seccombe Marshall and Campion Ltd
Security Pacific National Bank
*S. G. Warburg and Co Ltd
*Singer and Friedlander Ltd
*Slater, Walker Ltd
*Smith, St Aubyn and Co Ltd
*Societe Generale pour Favoriser le Developement du Commerce et de l'Industrie en France SA
*Standard Chartered Bank Ltd, (The)
*State Bank of India
Sumitomo Bank Ltd, (The)
*Swiss Bank Corporation

Tokai Bank Ltd, (The)
*Toronto-Dominion Bank, (The)

*Union Bank of Switzerland
*Union Discount Company of London Ltd, (The)
*United Bank Ltd
United Dominions Trust Ltd
United International Bank Ltd

Wells Fargo Ltd
Westdeutsche Landesbank Girozentrale
Western American Bank (Europe) Ltd
Williams, Glyn and Co
Williams and Glyn's Bank Ltd

*Yorkshire Bank Ltd

Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'licences of right' on the date specified.

13 October 1977

1011272 Automotive Products Ltd
Improvements in and relating to hydraulic master cylinder units
1042061 Automotive Products Ltd
Improvements in and relating to internal shoe drum brakes
1096648 Automotive Products Ltd
Improvements in and relating to internal shoe drum brakes
1270098 Automotive Products Ltd
Improvements in or relating to vehicle braking mechanism
1207867 Automotive Products Ltd
Improvements in or relating to internal shoe drum brakes
1214575 Automotive Products Ltd
Improvements in or relating to automatic adjusting devices for vehicle brakes
1223190 Automotive Products Ltd
Improvements in or relating to fluid pressure motor devices
1287888 Automotive Products Ltd
Improvements in or relating to universal joints
1382145 Automotive Products Ltd
Improvements in or relating to control systems
1436333 Automotive Products Ltd
Master cylinder unit
1305873 Standard Telephones and Cables Ltd
Semiconductor-optical fibre coupling arrangements
1441388 Standard Telephones and Cables Ltd
Vehicular electrically powered component control systems
1393043 ITT Creed Ltd
Electrical supply arrangements for stepping motors
1402479 ITT Creed Ltd
Punched tape reader
1231779 International Standard Electric Corporation
Low insertion force connector assembly
1379675 James Blane Montgomerie
Gate value

14 October 1977

1290168 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in variable-speed friction transmissions
1336210 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in devices for adjusting the angle of tilt of head-lamps of motor vehicles
1361247 Regie Nationale Des Usines Renault and Automobiles Peugeot
Electric motor and reduction gearing unit
1373113 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in ignition timing devices of internal combustion engines
1376321 Regie Nationale Des Usines Renault and Automobiles Peugeot
A clamping device for clamping in a machine tool in a piston of a reciprocating piston machine
1403036 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in handling machines
1412013 Regie Nationale Des Usines Renault and Automobiles Peugeot
An automotive vehicle including a safety harness
1414462 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in energy absorbing devices for motor vehicles
1418918 Regie Nationale Des Usines Renault and Automobiles Peugeot
Device for determining the presence of impurities in oil contained in oil sumps or crank cases of engines
1426457 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in inlet conduits of internal combustion engines
1445471 Regie Nationale Des Usines Renault and Automobiles Peugeot
Dividers for containers
1447072 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements to window regulators for motor vehicles
1448479 Regie Nationale Des Usines Renault and Automobiles Peugeot
Seal assembly for an automobile sliding window
1452958 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in regulating valve assemblies
1365979 Regie Nationale Des Usines Renault
Improvements in electronic fuel injection devices
1380327 Regie Nationale Des Usines Renault
Improvements in ball-type solenoid valves and to the methods of assembling same
1113954 Societe Anonyme Automobiles Citroen
Improvements in or relating to supply pipes for fluid under pressure
1416351 Albert Verriest
Remote-monitoring system
1455562 Boxfoldia Ltd
Improvements in or relating to trays for packaging articles
1456534 Union Special Corporation
Improvements in or relating to electric drive apparatus

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patents form 45 within two months after the date of endorsement. E. Armitage, Comptroller

New publications

Bringing your own towel

'Britain is surely the most organised country in the world. If two people share an interest they form a national association. If three, they go away together for a conference.' It is with the latter in mind that the National Council of Social Service engaged Malcolm Hulke to compile a guide to residential conference centres throughout the British Isles.

While the larger more expensive type accommodation receives ample publicity through the mass media, advertising and other published sources, conference organisers seeking locations at inexpensive centres find the information available is not so plentiful. 'Bring your Own Towel' attempts to fill the gap.

This brief guide provides the basic details that one would expect – location, cost, and availability of special facilities. Arranged by county, both the larger and smaller centres are listed together. This could be a disadvantage for anyone with specific requirements as to centre size. The number and type of entry given to each centre seems also to vary considerably – as the guide points out, entries are based entirely on replies to a questionnaire.

According to the author's foreword, there is some doubt as to whether the directory will ever be re-published. As a first attempt it can be applauded, but let us hope that the next edition (if there is one) will be greatly expanded, and looked at again in the light of any criticism.

Bring Your Own Towel: a guide to residential conference centres, by Malcolm Hulke. Bedford Square Press, 1977. (88 pages; paperback. £2.00. ISBN 0 7199 0928 7.)

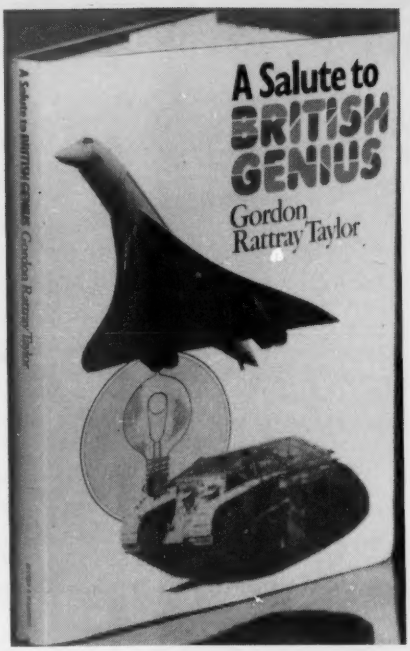
British know-how

There are just a few days left to visit the British Genius Exhibition (it closes on 30 October) which is being held at Battersea Park, London. For those who have already visited the show, which is sponsored by the John Player Foundation, or for those who may have missed it but are nonetheless interested in an account of British achievements in science and the arts over the past 100 years, the official souvenir book of the exhibition should make interesting reading.

The author, Gordon Rattray Taylor, says in his foreword that he considers the British have 'contributed more to the advance of the world than any nation since the Greeks'. He illustrates the point by providing examples of British achievements over the past 100 years, including sections on some of our leading inventors, men such as Lord Kelvin, Ernest Rutherford and Frederick Lancester. Some of the more recent developments are also looked at in various aspects of our daily life – technical, scientific and cultural. Mr Rattray Taylor also looks ahead to our future prospects.

The book is attractively illustrated with many contemporary photographs and drawings and should prove a pleasant reminder to us of achievements in many fields.

A Salute to British Genius, by Gordon Rattray Taylor. Secker and Warburg, 1977. (160 pages; £5.90. ISBN 0 43651639 X.)



Selection of publications for review on this page does not necessarily reflect the views of the government, nor do the opinions expressed. Inquiries about this page and submissions for review should be sent to *Trade and Industry*, New Publications Page, Room LG 17A, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4136.

Global coverage of engineering products

One of the tasks for which the United Nations is eminently suited is the collection, collation and publishing of international data on a wide variety of topics. Unlike the EEC or OECD, it has no regional or sectional interests, its compass is worldwide. As a result, what the published information may lack in specific detail is more than compensated for by its truly global coverage. One example of the UN's specialist coverage is the *Bulletin of Statistics on World Trade in Engineering Products.* This thirteenth issue, in an annual series compiled by the Economic Commission for Europe, comprises statistics for 1975. Its purpose is to show the flow of engineering products in world trade. The nomenclature 'engineering products' is defined in section 7 of the Standard Industrial Trade Classification, revised 1968, (SITC rev) and includes machinery and transport equipment: altogether it encompasses 80 commodity groups.

Thirty-seven countries, representing 99 per cent of world trade in engineering commodities, are included. New to this particular issue are statistics on exports of metals manufactures by region and destination and exports of scientific, medical, optical, measuring and controlling instruments and apparatus.

In a bulletin of this size, obvious difficulties in the compatibility of data presentation and classification arise. These and other problems, including definitions and methodologies, are examined in the explanatory notes which precede the tables. A final point of interest, which incidentally reflects the international scope of UN publications, is the parallel, three-language presentation of the data in English, French and Russian.

Bulletin of Statistics on World Trade in Engineering Products 1975. United Nations: Economic Commission for Europe 1977. (406 pages; available from HMSO; paperback. £14.30. ISBN 0 11 904856 5.)

Growth of world offshore fleet

Offshore operations are now widely recognised as being of great importance not only because they provide us with new sources of energy and minerals but also as major economic activities in their own right. This is well illustrated by the growth of the world offshore fleet to a total of over 1400 vessels – duly recorded in Clarkson's *Offshore Service Vessel Register 1977.*

This new annual directory replaces ShipStats *Register of Offshore Supply Vessels* and provides information on self-propelled vessels of 100 grt or over, currently undertaking, being built, or on order to undertake, services connected with offshore operations.

Details of each craft are given under the name of the vessel, but the register also contains a list of offshore owners, operators and the vessels in their fleets, together with statistical tables analysing the world offshore fleet. Information for the register has been collected until the end of 1976, but major changes between January and April this year are covered in a special section.

The Offshore Service Vessel Register 1977. H. Clarkson and Co Ltd, 52 Bishopsgate, London EC2P 2AD. 1977. (251 pages; £30.00. ISSN 0309 040 X.)

New products

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Telescopic handler

J. C. Bamford Excavators Ltd of Rocester tried out 10 Telescopic Handlers in different working conditions for a full year before launching the design. Load Capacity, 2250 (5000 lb); full height, 6.34 m (20 ft 8 in); full forward reach, 3.66 m (12 ft).

Further information : circle 101

Smoke detector and fire blanket

Detection of fire at the earliest stage, even before flames appear, is the purpose of the improved smoke detector marketed by Nu-Swift International Ltd, of Elland, West Yorkshire. The Quicksilver, model 7676, is battery-operated so that it is constantly on guard, not being dependent on the electricity supply, which could fail, be cut off, or fuse. It also incorporates a dual ionisation chamber, making it less prone to false alarms caused by long-term atmospheric variations.

The firm is also introducing a new fire blanket. Over the years, lives have been saved, and serious injury prevented by the prompt use of an asbestos blanket. As is well known, however, asbestos has recently been associated with health problems caused by asbestos dust, so Nu-Swift has ceased to supply an asbestos blanket, and is now marketing a fire-smothering, incombustible blanket made from woven glass fabric. Supplied in a flat wall pack, the blanket has hanging tapes for easy release, and is quick, clean and safe in use. The woven glass blanket is larger than the asbestos blanket previously supplied, but the price is unchanged at £17 plus VAT and carriage.

Further information: circle 102

Attendance recording unit

ARC Europa Ltd of Watford has introduced this check-in system in which the clock card and punch disappear, and in their place is a small wall mounted electronic display. When not in use this shows simply the time of day. Each employee has a plastic card, rather like a bank cash card, which he or she keeps all the time. On arrival this card or key is pushed into a slot in the display unit and immediately the time of day changes to show the hours and minutes that person has worked to date. The action of putting the card or key in also starts the system accumulating hours worked for that person. When the person leaves work, inserting the card or key again will check them out.

Further information: circle 103

Fastener for GRP panels

Avdel Ltd of Welwyn Garden City has introduced a fastener designed specifically to give improved fastening of GRP panels to the metal framework of containers and frameless trailer vans.

The Avtainer System consists of a high quality, two-part, steel fastener and a power tool that ensures fastening to a high standard. This is obtained without damage to the GRP panel even when the Avtainer is placed by unskilled operators. Also the built-in seal on the fastener ensures against moisture coming in from outside.

The low profile of the Avtainer fastener on the inside of the assembled unit enables manufacturers to increase the overall cubic capacity of their trailers and containers.

Further information: circle 104

Air conditioning for computers

Isovel International Ltd, of Newcastle, air-conditioning manufacturer, a firm which carries out a lot of work in the contracting and environmental control of computer rooms, has now introduced a 3-ton unit, which has been specifically designed to control the environments of smaller installations. Front access only is needed for easy serviceability and the equipment can be supplied to provide either upflow or downflow.

The firm is also launching the Isopak Mk IX 'E' designed for the customer who has a limited budget.

Further information: circle 105

Telephone answering machine

The smallest telephone answering and recording machine made in the United Kingdom has been introduced by Robophone of Thornton Heath. Called Communicator 7, it is the latest addition to a range of machines designed to meet a variety of needs in large as well as small companies.

Housed in an attractive rosewood and black-finished cabinet, the machine is extremely easy and simple to operate. A phone comfortably fits on top and a row of eight push-button controls provide all the machine functions.

Immediately a call is received the caller hears a standard announcement played on a small cartridge: this usually has a playing time of 30 seconds but tapes with up to two minutes' playing time are available. Cartridges are easily interchangeable. Spares can be pre-recorded to suit particular customers.

Messages are then recorded on a standard C90 compact cassette which has a recording length of 45 minutes each side. There is a facility for restricting incoming messages to 30 or 60 seconds if users so desire. Messages can be replayed either on the machine itself or on any standard tape recorder.

A row of four lamps on the front deck indicate when the power is on, when the tape is running, when a call has been received and when the machine is ready to answer. There is also a two-way button which enables the user to record both sides of a telephone conversation (ideal for permanent records of orders, quotations and verbal agreements).

When a call has been received the tape is wound back to the beginning using the fast rewind facility and then replayed adjusting the volume control as necessary. The messages can then be erased and set to take further calls.

Further information: circle 106

Technology news

New smoke detector tester from Harwell

Harwell scientists have developed a novel smoke detector tester which they believe will provide a much-needed means of testing the smoke detectors which are such an important part of fire precautions in hospitals, shops, hotels and many other buildings.

The instrument generates an aerosol with the same effect on a smoke detector as smoke from burning materials. The physical characteristics of the aerosol may be closely controlled. This allows the response of a smoke detector to a controlled simulated smoke to be monitored during the detector's working life. In this way essential information is obtained concerning the likely reliability of the detector when required to react to the smoke from a real fire.

Early laboratory-built versions of the tester, devised and built by scientists of the environmental and medical sciences division, Harwell, under contract to the Department of Health and Social Security, have already aroused considerable interest among safety experts. Engineered prototypes built at Harwell for the DHSS will be undergoing trials by regional health authorities and the Fire Research Station in late 1977, with Harwell playing a co-ordinating role.

The DHSS, in sponsoring the research and development at Harwell that has produced this instrument, has responded to a need recognised by all those responsible for the effectiveness of fire detection systems in hospitals and old peoples' homes for a portable device for testing smoke detectors. Statistics available for the incidence of fire in fairly high fire-risk areas (such as hospital stores) suggest that only one detector in five will be required during its working life to respond to a real fire. However, the effective operation of a detector on such an occasion may be vital to the preservation of human life and property.

This Harwell instrument is expected to arouse great interest from all those who are concerned with the reliability of smoke detectors and Harwell's marketing department has already made contact with firms who may be interested in manufacturing the equipment on a production scale. Harwell would also like to hear from any organisation with an interest in the reliability of smoke detectors.

Initial inquiries (including those for more technical information) should be addressed to: Dr G. A. Fletcher, Marketing and Sales Department, Building 329, AERE Harwell, Oxfordshire OX11 0RA, tel. Abingdon (0235) 24141 ext. 2078.

New marine gas turbine

A new high-efficiency Rolls-Royce marine gas turbine engine is under development following the award of a contract from the Ministry of Defence (Navy). The engine, the SM 1A, is intended for propulsion on its own or in conjunction with existing Rolls-Royce marine gas turbine.

The core of the SM 1A is the gas generator, a unit derived from the Rolls-Royce Spey aero engine, of which more than 4300 have been built. Shaft power is provided by a rugged, high-efficiency Rolls-Royce marine power turbine.

The SM 1A, of 15 000 bhp, fills the gap between the 28 000 bhp marine Olympus and the 5340 bhp marine Tyne, providing Rolls-Royce with a comprehensive range of engines to meet all future surface warship requirements.

Rolls-Royce marine gas turbines are already in service or on order for 22 of the world's navies, and a total of 6 million hp has been sold.

The SM 1A, as an intermediate engine of 15 000 bhp, complements the Olympus and Tyne units and is intended to be used in conjunction with one or other of these or as an independent propulsion engine.

Designed by the Industrial and Marine Division of Rolls-Royce, following a two-year ministry-funded study, the unit will allow Rolls-Royce to offer a wider, more comprehensive range of marine gas turbines than any other manufacturer in the world.

Reduce operating costs

As a high-efficiency unit, the SM 1A's improved fuel consumption – approximately 20 per cent better than that of existing marine gas turbines – is important not only in terms of increased endurance and reduced operating costs, but in conserving energy.

The development programme being undertaken at Ansty calls for the build and testing of the gas generator and power turbine and, by 1980, of a complete SM 1A propulsion module. Shore testing, under simulated marine conditions, is planned for completion by 1982, when production units will be available for operation at sea.

One result of the new development programme will be a gas generator of essentially the same design for both marine and industrial applications. The commonality is of importance as both versions will benefit from the greater build-up of experience and from larger-scale production and common product support. At the same time, the industrial version will remain interchangeable with the existing industrial Spey gas generator, which is already in service.

Further information: circle 107

Monitoring the automatic pilot

A Hawker Siddeley 748 aircraft of the CAA's Civil Aviation Flying Unit making a dramatic overshoot on the Plessey Doppler MLS azimuth system. The operator on the ground is using a Telecroscope which measures the actual flight path of the aircraft for comparison with the Doppler data as recorded in the aircraft's trials equipment. This picture was taken in Norway but now further field trials are planned in Brussels.

Phone operator's problems

'We're here to help you,' a new colour film made by the Post Office, features an overworked switchboard operator and gives guidance on the choice of better equipment. It runs for 19 minutes and is available from the Post Office Telecommunications Film Library, 25 The Burroughs, Hendon, London NW4 4AT, tel. 01-202 5432.

Making use of mixed waste plastics

Plastics are now firmly established as major raw materials for industry but in common with other raw materials their widespread use gives rise to large quantities of waste which are potentially valuable for recycling and reclamation. In a recent report published by Warren Spring Laboratory the various types of plastics in common use are identified and their reclamation potential discussed.

Short life of plastic products

The total UK consumption of plastics is around 2 million tonnes/annum. A large proportion of this material is used in the manufacture of products with a very short life. Packaging, housewares and toys, for example, account for nearly 800 000 tonnes/annum. Much of this material will find its way into the domestic dustbin quite quickly, and indeed the quantity involved agrees with the upper end of the range calculated for the plastics content of household wastes. In addition it is possible to account for about 150 000 tonnes/annum of plastics waste from industrial and commercial sources, so that *in toto* the ultimate fate of approximately half of the consumption of plastics can be identified.

Concealed value

The widespread use of plastics in throw-away products tends to conceal the fact that they are valuable materials. The current prices of polyethylene, polystyrene and PVC lie between £400 and £500 per tonne, while the more specialised engineering thermoplastics such as acetals and nylons cost over £1000/tonne. Consumption of energy in the production of plastics tends to be high compared with competing materials. Low-density polyethylene, for example, requires 2.24 tonnes of oil equivalent for the production of 1 tonne of polymer compared with figures of 1.4, 1.2 and 0.45 respectively for paper, copper and glass. In the long term oil prices must rise, and although plastics may remain competitive due to factors such as their low density and ease of processing, there will be an increasing incentive to find ways of reclaiming waste plastics.

Recovery of clean, segregated polymer scrap is already very efficiently carried out and it is doubtful whether there is any room for significant improvement. The area where increased recovery might be hoped for is the 150 000 tonnes/annum of mixed and contaminated polymer waste. Much of this material is dispersed in mixed solid industrial waste and disposed of to landfill. Once mixed with large quantities of other waste materials recovery of the polymer content is very much more difficult and expensive. The problems involved are then akin to those which make recovery of plastics from domestic waste seem unattractive at the present time. In the longer term, production of a plastics-rich by-product in the recovery of fibre from domestic waste may change this situation.

Creating new markets

The manufacture of products from mixed waste polymer has aroused commercial interest in the UK. The main problem to be solved in this field is the creation of new markets for the products, but there is room for further work on the formulations required for specific end products, and the effect of additives on product quality. It should be noted that, although a mixture of polymers and even some non-plastics material can be accepted, the composition of the feedstock needs to be identified to control the properties of the product.

Developing separation techniques

Apart from the restriction of such products to non-critical applications, the use of mixed waste plastics also has the disadvantage that expensive polymeric materials are incorporated into low-grade products in which their intrinsic value is not fully used. The potential for developing technology for separation and cleaning of mixed and contaminated polymer waste merits further investigation. To be successful a recovery operation would probably involve short direct loops from waste producer to processor and back to a user with waste materials of known and consistent composition. There appears to be a need for a technical and economic assessment in this area, paying particular attention to work already in progress in the UK. Another area for investigation is the development of new chemical additives to counteract the degradation of secondary polymers during moulding which is promoted by contamination and the effect of exposure to sunlight during their primary application.

The full report, number LR 253 (MR) is available from Warren Spring Laboratory, Department of Industry, Gunnels Wood Road, Stevenage, Herts SG1 2BX, tel. Stevenage 3388. Price £4.

Helping heat exchange

An important new service for companies concerned with the design and manufacture of refrigeration, air conditioning and other heat-exchange equipment, is now available through the Heat Transfer and Fluid Flow Service (HTFS)[1]. The service already operates in a number of specialised research areas through work on air-cooled heat exchangers; boiling and two-phase flow; condensation; cryogenic heat transfer; radiative heat transfer and flames and single-phase heat transfer.

Members of HTFS are provided with information, design manuals, computer programs and research facilities aimed at improving plant and product efficiency through a better understanding of the physical processes involved.

Review panels of representatives drawn from the international members of HTFS are appointed for each area of research. The new panel will concentrate on the production of a handbook of design data, computer programs and the design features of heat exchangers for air conditioning and refrigeration.

The present and projected programme includes; performance assessment of tube-in-plate heat exchangers over a wide range of commercial geometrics and fin spacings; studies of evaporation and condensation of refrigerants in horizontal tubes with inserts, including operational problems such as contaminants; and shell-side boiling of Freons.

A further supportive programme of research is aimed at reducing energy expenditure in applications of extended surfaces and includes investigations of frosting in coolers and fouling and corrosion problems in waste-heat recovery devices.

[1] The Heat Transfer and Fluid Flow Service is a joint project run by Harwell and the National Engineering Laboratory and is supported by the Chemical and Mineral Requirement Board of the Department of Industry.

Engineers at the National Maritime Institute

The National Maritime Institute recently played host to the Fellowship of Engineering on the occasion of their inaugural soirée and exhibition. More than 100 Fellows and their guests toured an exhibition of items sponsored by the fellowship and saw some of the institute's work at Feltham. Maritime technology in its broadest sense was the theme. On the right are models of typical offshore structure used in NMI wind tunnel tests.

European community news

Ministers set minimum growth target at 4.5 per cent

EEC finance ministers accepted the overall strategy proposed by the commission for the community to deal with the current economic situation at their council meeting in Luxembourg on 17 October and agreed to review its implementation at future meetings. At their meeting on 21 November they will establish the economic policy guidelines appropriate for each member state.

The targets are a minimum growth rate of 4 to 4.5 per cent in the community's gdp in real terms resulting from one per cent additional growth in internal demand without increasing production costs; an improvement in the labour market to be achieved by implementing a more dynamic policy in the area of employment and vocational training and the development of labour mobility; and a reduction in the inflation rate in the community to 8 per cent, with a reduction in the spread of rates to a range of 4 to 10 per cent.

Ministers recognised that the responsibility for maintaining internal demand at an adequate level lay firstly with the relatively strong countries, but that other countries too could make their contribution to strengthening the economy.

Ministers considered that the implementation of this general economic strategy should be accompanied by an adaptation of credit mechanisms, together with a strengthening of procedures aimed at ensuring that the economic policy conditions linked to these mechanisms are properly fulfilled. They took note of the interim reports of the monetary committee, the committee of the governors of the central banks and the economic policy committee concerning the suggestions made by the Belgian delegation concerning the adaptation of credit mechanisms, and the communication from the commission concerning investment and borrowing in the community. These committees were invited to submit their final reports in time to enable ministers to take a decision at its meeting on 21 November.

Spain's EEC membership discussed at Downing Street talks

Prime Minister James Callaghan, greets Adolfo Suarez, Spanish Prime Minister, at Downing Street. Mr Suarez visited London on 19 and 20 October as part of a tour of EEC capitals. The talks with the Prime Minister and Secretary of State for Foreign Affairs, Dr David Owen, included discussions on Spain's application to join the EEC.

Commission to take first steps in legal proceedings over tachograph

On 20 October, the commission announced its decision to start the first steps in legal proceedings against the UK for failing to implement regulations on the use of the tachograph in lorries and coaches.

The first step – a letter to the UK government – will be taken later this month. The government will then have two months to reply and before doing so it will consult both sides of industry.

Minister speaks on EEC and agricultural production...

Agricultural production is not an end in itself; it is a means to an end. The end is to provide what the consumer needs or, more important what he wants and is prepared to pay for. To this end structural surpluses and shortages had to be avoided and prices had to be right, said Edward Bishop, Minister of

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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State at the Ministry of Agriculture, Fisheries and Food.

In the course of a speech to the food and farming conference at Coventry Cathedral on 15 October, Mr Bishop said 'We must work both here and in other parts of the EEC to ensure that balanced production matches the requirements of customers with reasonable prices. Unacceptably high prices lead to consumer resistance and surpluses which are bad for the producer and others'.

Prices at levels which did not give the producer a fair return, Mr Bishop said, might mean the producer lost money or even go out of business and, in the long-term, a shortage would ensue also resulting in unacceptably high prices for the consumer.

While there would be many different viewpoints among these involved in food production, there was also a coincidence of interests, he said. For example, producers would not only be thoughtful about prices at the point-of-sale but would want quality, choice, packaging and presentation to be right. 'I have in mind the European Economic Community's grading standards for some fruit and vegetables which encourage the production of good quality produce; unit pricing legislation and other aids to the consumer.'

'In my department', Mr Bishop said, 'we recognise the common interest of producers and consumers and we keep in close touch with organisations from both sectors. But we also accept that there can be conflicts and our role is to try to achieve a balance. Thus, when the minister (Mr Silkin) was president of the agricultural council of ministers in the first half of this year, he received a deputation from the European Consumers' Bureau. This was the first time such a deputation had been received by the president. I think it was an important occasion and worthy of note.'

. . . and the future of dairy production and milk marketing boards.

There was no basic contradiction between the expansion of the UK's dairy output and the contraction of the overall production within the community, said Mr Bishop, speaking to the Dairy Trades Federation on 19 October.

As the UK was climatically and well suited for milk production and produced a bigger proportion of the community's milk, Mr Bishop said that that represented a better allocation of resources within the community. And if evidence was required to allay the fears of those concerned about the effect of the CAP on the UK's agricultural and food industries, he said that milk production in the UK was now about 11 per cent higher than it was in the three years before the UK joined the community; liquid consumption was slightly higher; butter production was about half as much again; and cheese was about one-third up. 'In other words, I do not see any particular constraints arising from our membership of the community as such: the important thing will be to ensure that we continue to produce at competitive prices.'

Earlier, Mr Bishop had touched on the doubts expressed about the future of the milk marketing boards and their compatability with Britain's European obligations.

A crucial factor in the maintenance of the high and relatively stable level of liquid milk consumption in the UK was the ability of the boards to ensure adequate supplies to the retail delivery system throughout the year, he said. 'This in turn has a bearing on the European scene, since no one wants to bring about a situation where a declining liquid market in this country leads to undue increases in the amount of butter and skimmed milk powder. Mr Bishop said that the agricultural commissioner, Mr Gundelach, fully understood the importance of maintaining and developing the market for liquid milk within the community, and he had undertaken to see how the essential functions of the boards could be maintained. 'I need not say that this is something to which we attach the highest importance, and we shall continue to press for an outcome which not only meets the interest of our own producers, consumers and distributors, but in my view also those of the community as a whole.'

EEC rules of competition

The *Official Journal of the European Communities* C248, 15 October 1977, contains a notice, pursuant to article 4 of regulation 17, concerning the notification to the commission on 26 February 1976 of three distribution contracts concluded on 17 April 1975 between Société d'Optique, précision, electronique et méchanique (Sopelem), Paris, Microscopes Nachet SA, Paris and Vickers Ltd, London.

The products concerned are microscopes, stereomicroscopes and microdensitometers manufactured by Sopelem and Vickers as well as spare parts and accessories of these instruments.

In connection with the contracts Vickers Ltd has acquired 49 per cent of the shares in Microscopes Nachet SA, which was a subsidiary of Sopelem. Microscopes Nachet SA has been turned into a joint-venture company of Sopelem SA and Vickers Ltd. The system set up by Sopelem SA and Vickers Ltd aims at establishing the basis for progressive technical co-operation by an exchange of expertise and know-how between the two companies in the field of microscopy as well as establishing a future common means of distribution.

Considering the general market situation for the products concerned and in particular the very limited position of the parties to the agreement as well as the necessity to possess highly specialised technical knowledge, the commission proposes to take a favourable decision on the agreement. Conditions and obligations may be attached to this decision. Before doing so, the commission invites all interested third parties to submit any observations which they may have within one month from 15 October 1977, quoting reference IV/29.236 to: Commission of the European Communities, Directorate-General for Competition, Directorate for Restrictive Practices and Abuse of Dominant Positions, rue de la Loi 200, B-1049 Brussels.

Further information concerning the essential provisions of the agreement is available from the Department of Prices and Consumer Protection, Fair Trading Division, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5092.

Tariff quotas 1977 – replenishments and GSP ceilings

In the item on page 78, *Trade and Industry*, 14 October, the first sentence of the last paragraph should have read:

'Interested importers may care to telephone the tariff quota registration unit of HM Customs and Excise at King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2570, to inquire what is the balance remaining in any quotas of concern to them.'

In the 'ceilings' table on page 79 item 73.32 should read

		23.8.77
Screws for wood	—	Hong Kong

New EEC documents

This list of EEC documents was deposited in the House of Commons during the week ended 20 October, commission reference numbers, where appropriate, are given in parentheses. The above documents are available for consultation at the European Communities Commission Information Office, 20 Kensington Palace Gardens, London W8 4QQ.

EEC draft instruments

R/2243/77 (COM(77) 456 FINAL)
Proposal for a Council Regulation (EEC) on the standard amount for unrefined olive oil produced entirely in Greece and transported direct from that country into the Community.

R/2289/77 (COM(77)455 FINAL)
Proposal for a Council Directive amending Directive 75/106/EEC on the approximation of the laws of the Member States relating to the making-up by volume of certain prepackaged liquids.

R/2295/77 (COM(77)485 FINAL)
Proposal for a Council Regulation prohibiting fishing for Norway pout.

R/2307/77 (COM(77)474 FINAL)
Proposal for a Council Regulation (EEC) laying down quality requirements in respect of common wheat for bread-making.

S/1549/77 (COM(77)472 FINAL)
Proposal for a Council Regulation concerning the arrangements for importation into the Benelux countries of jute yarn originating in the Kingdom of Thailand and repealing Regulation (EEC) No. 1278/77.

R/1992/77 (COM(77) 340 FINAL)
Proposal for a Council Regulation (EEC) amending Regulation (EEC) No. 950/68 on the Common Customs Tariff.

R/2340/77 (COM(77)466 FINAL)
Proposal for a Council Regulation (EEC) increasing the Community tariff quota opened for the period 1 July 1977 to 30 June 1978 by Regulation (EEC) No. 1331/77 for animals of certain mountain breeds.

Consultative documents

R/2225/77 (COM(77)462 FINAL)
Relations with the ACP/OCT – 3rd and 4th European Development Funds – Financial year 1978: Estimate of commitments and disbursements: Schedule of calls for contributions; Contributions situation.

R/2292/77 (COM(77)220 FINAL
Commission communication to the Council concerning the amendment of the common organisation of the market in beef and veal.

R/2291/77 (COM(77)221 FINAL)
Report by the Commission to the Council on the respective merits of the systems of premiums and intervention measures in the beef and veal sector.

R/2294/77 (COM(77)454 FINAL)
Commission report to the Council on the causes of fluctuations on the Community market in seeds in the last three years.

R/1405/77 (COM(77)261 FINAL)
Proposal for the transfer of appropriations between chapters in the Commission budget estimates for the financial year 1977 (Action in the footwear sector).

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757, ext. 7174/482/408.

The texts of the following regulations and decisions which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Common agricultural policy

Sugar. Regulation (EEC) 2103/77 laying down detailed rules for the buying in by intervention agencies of sugar manufactured from beet and cane harvested in the community. (*Official Journal* L246, 27 September, 1977).

Regulation (EEC) 2104/77 determining in respect of the sugar marketing year 1977-78 the flat rate amounts for storage and packing costs and the premium for raw sugar referred to in regulation (EEC) 2103/77. (*Official Journal* L246, 27 September, 1977).

Cereals. Regulation (EEC) 2134/77 amending regulation (EEC) 1501/77 determining the intervention centres for cereals. (*Official Journal* L248, 29 September, 1977).

Regulation (EEC) 2194/77 amending regulation (EEC) 1630/77 implementing a special intervention measure for common wheat of bread-making quality at the start of the 1977-78 marketing year. (*Official Journal* L 254, 5 October 1977).

Milk and milk products. Regulation (EEC) 2135/77 amending regulations (EEC) 368/77 and (EEC) 443/77 concerning the sale of skimmed-milk powder from public stocks for use in feed for pigs and poultry. (*Official Journal* L 248, 29 September 1977).

Regulation (EEC) 2219/77 making special provisions for the application of accession compensatory amounts on certain milk products in trade with the United Kingdom. (*Official Journal* L 256, 7 October 1977).

Corrigendum. The *Official Journal* L 261, 14 October 1977, contains the following correction to regulation (EEC) 2219/77.

Page 19, article 2 should read as follows:

'*Article* 2

With regard to products falling within heading 04.02, 04.03 and 04.04 of the common customs tariff, exported from the United Kingdom before 1 January 1978 and imported in another member state on or after that date, the latter shall charge an amount equal to the compensatory amount fixed in the annex to regulation (EEC) 918/77.'

Cattle, beef and veal. Regulation (EEC) 2182/77 laying down detailed rules for the sale of frozen beef from intervention stocks for processing in the community and amending regulation (EEC) 1687/76. (*Official Journal* L 251, 1 October 1977).

Wine. Regulation (EEC) 2205/77 on preventive distillation for the wine-growing year 1977-78. (*Official Journal* L 255, 6 October 1977).

Regulation (EEC) 2206/77 amending regulation (EEC) 2015/76 on storage contracts for table wine, grape must and concentrated grape must. (*Official Journal* L 255, 6 October 1977).

Regulation (EEC) 2207/77 authorising the conclusion of short-term private storage contracts for grape must and concentrated grape must. (*Official Journal* L 255, 6 October 1977).

Regulation (EEC) 2211/77 amending regulation (EEC) 816/70 laying down additional provisions for the common organisation of the market in wine and regulation (EEC) 817/70 laying down special provisions relating to quality wines produced in specified regions. (*Official Journal* L 256, 7 October 1977).

Regulation (EEC) 2212/77 on the granting of aid to certain producers of wine grapes intended for the production of table wines in certain wine-growing regions affected by natural disasters. (*Official Journal* L 256, 7 October 1977).

Directive 77/629/EEC amending the annexes to directive 68/193/EEC on the marketing of material for the vegetative propagation of the vine. (*Official Journal* L 257, 8 October 1977).

Fish and fish products. Regulation (EEC) 2243/77 prohibiting fishing for Norway pout. (*Official Journal* L 260, 13 October 1977).

Flax and hemp. Regulation (EEC) 2230/77 supplementing the annex to regulation (EEC) 771/74 laying down detailed rules for granting aid for flax and hemp by the addition of the variety 'Silva' with effect from the 1977-78 marketing year. (*Official Journal* L 257, 8 October 1977).

Oils, fats and oilseeds: corrigendum. The *Official Journal* L 255, 6 October 1977 contains the following correction to regulation (EEC) 2035/77 (published in the *Official Journal* L 236, 15 September 1977) amending regulation (EEC) 470/73 laying down general rules for the application of the compensatory amounts applicable to colza and rape seed produced in the new member states.

Page 11, article 1:

for: '. . . referred to in article 1 of regulation (EEC) 2315/69 shall be . . .'

read: '. . . referred to in article 10 of regulation (EEC) 223/77 shall be . . .'

Processed agricultural products: corrigendum. The *Official Journal* L 244, 23 September 1977, contains the following correction to regulation (EEC) 1469/77 (published in *Official Journal* L 162, 1 July 1977) laying down rules for applying the levy and the refund in respect of isoglucose and amending regulation (EEC) 192/75.

Page 9, article 3, third indent:

for: '. . . does not exceed 85 per cent . . .'.

read: '. . . does not exceed 8.5 per cent . . .'.

Hops. Regulation (EEC) 2253/77 on structural measures in the hop sector. (*Official Journal* L 261, 14 October 1977).

Regulation (EEC) 2254/77 amending article 6 of regulation (EEC) 879/73 on the granting and reimbursement of aid accorded by the member states to recognised producer groups in the hop sector. (*Official Journal* L 261, 14 October 1977).

Imports from non-member states

The *Official Journal* L 258, 11 October 1977, contains the texts of the following decisions:

Decision 77/634/EEC authorising Italy not to apply community treatment to woven fabrics of cotton unbleached, falling within heading ex 55.09 of the common customs tariff, originating in the Republic of Korea and in free circulation in the other member states.

Decision 77/635/EEC authorising Italy not to apply community treatment to synthetic rubber latex, falling within heading ex 40.02 of the common customs tariff, originating in Romania and in free circulation in the other member states.

Decision 77/636/EEC authorising France not to apply community treatment to woven fabrics of cotton or of synthetic textile fibres, unbleached or bleached, falling within heading ex 55.09 or subheading 56.07 ex A of the common customs tariff, originating in Malaysia and in free circulation in the other member states.

Decision 77/637/EEC authorising Germany not to apply community treatment to men's and boys' outer garments, trousers, breeches and the like, falling within heading ex 61.01 of the common customs tariff, originating in the People's Republic of China and in free circulation in the other member states.

Decision 77/638/EEC authorising Germany not to apply community treatment to woven fabrics of regenerated textile fibres, containing 85 per cent or more by weight of regenerated textile fibres, unbleached or bleached, falling within subheading ex 56.07 B of the common customs tariff, originating in the People's Republic of China and in free circulation in the other member states.

Customs regulations

Corrigendum. The *Official Journal* L 254, 5 October 1977 contains the following correction to directive 76/119/EEC (published in *Official Journal* L 24, 30 January 1976) on the harmonisation of provisions laid down by law, regulation or administrative action in respect of outward processing:

page 61, article 13. This article should now read as follows:

'The Inward Processing Committee, set up by article 26 of Directive 69/73/EEC, and hereafter to be called "the Committee for Customs Processing Arrangements", may examine any matter relating to the application of this Directive which is brought up by its chairman either on his own initiative or at the request of the representative of a Member State.'

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL. (Tel. 01-606 6699). ECGD has 10 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

Official publications on community matters

The following selected publications, issued during the period 13 June to 15 September 1977 can be ordered from HMSO, PO Box 569, London SE1 9NH, quoting the standard book number in parentheses after each title. Prices do not include postage. This is the final part of the list published on 21 October page 127.

House of Commons papers and bills (session 1976-77) continued

21st Report from the Select Committee on European Legislation, etc, together with the proceedings of the committee. Dangerous Substances. Food Aid. 14 pp. (0 10 289177 X.) 35p.

22nd Report from the Committee on European Legislation, etc, together with the proceedings of the committee. Monetary Compensation Amounts. Fisheries Policy Budget. Commercial Vehicle Taxation. 18 pp. (0 10 289477 9.) 35p.

24th Report from the Select Committee on European Legislation, etc, together with the proceedings of the committee. Boats and Fittings. Fisheries. Licensing. 14 pp. (0 10 291977 1.) 35p.

25th Report from the Select Committee on European Legislation, etc, together with the minutes of evidence taken by sub-committee I on 11 and 24 May 1977, and appendices. Bird Conservation. 34 pp. (0 10 293277 8.) 60p.

26th Report from the Select Committee on European Legislation, etc, together with the proceedings of the committee. Railway Undertakings. Accounts. 12 pp. (0 10 292177 6.) 25p.

27th Report from the Select Committee on European Legislation, etc, together with the proceedings of the committee. Energy Conservation. 1977 Supplementary Budget: Amendment. 12 pp. (0 10 292877 0.) 25p.

28th Report from the Select Committee on European Legislation, etc, together with the proceedings of the committee. Cigarettes Excise Duty. Regional Policy. Energy Research. 6 pp. (0 10 293877 6.) 35p.

30th Report from the Select Committee on European Legislation, etc. together with the proceedings of the committee. Greece – Financial Protocol. Foodstuffs Prices (Display). Energy. 14 pp. (0 10 295977. 3.) 35p.

31st Report from the Select Committee on European Legislation, etc, together with the proceeding of the committee. Railway Undertakings. 16 pp. (0 10 297777 1.) 35p.

32nd Report from the Select Committee on European Legislation, etc, together with the proceedings of the committee. Jurisdiction in Civil and Commercial Cases. 12 pp. (0 10 297877 8.) 25p.

1st Special Report from the Select Committee on European Legislation, etc, together with minutes of evidence taken 5 April 1977. 40 pp. (0 10 240077 6.) 60p.

[142] European Assembly Elections Bill. 70 pp. (0 10 314277 0.) £1.25.

[142 – Correction] European Assembly Elections Bill. 2 pp. Gratis.

House of Lords papers and bills (session 1976-77)

29th Report. Select Committee on the European Communities. Dangerous Substances R/2203/76. Draft Directive amending the Council Directive on the approximation of the Laws of Member States relating to the classification, packaging and labelling of Dangerous Substances. 40 pp. (0 10 413777 0.) £1.00.

30th Report. Select Committee on the European Communities. Boats R/2008/76. Draft Directive on the approximation of the Laws of Member States relating to Boats and their fittings. 8 pp. (0 10 413877 7.) 25p.

31st Report. Select Committee on the European Communities. EEC Environment Policy R/2027/76. Marketing and Use of Plant Protection Products, with minutes of evidence. 14 pp. (0 10 413977 3.) 35p.

35th Report. Select Committee on the European Communities. Fortnightly Report, 24 May 1977. 1. 12th Sift of EEC Proposals. 2. Annex. 14 pp. (0 10 417477 3.) 35p.

36th Report. Select Committee on the European Communities. Fortnightly Report, 21 June 1977. 1. Co-options. 2. 13th Sift of EEC Proposals. 3. Annex. 16 pp. (0 10 419077 9.) 35p.

37th Report. Select Committee on the European Communities. Agricultural Surpluses and Ethyl Alcohol R/2959/76. Ethyl Alcohol of Agricultural Origin. 48 pp. (0 10 419177 5.) 75p.

40th Report. Select Committee on the European Communities. EEC-Common Commercial Policy. 40 pp. (0 10 422677 3.) 60p.

42nd Report. Select Committee on the European Communities. EEC Treaties Criminal Law R/2043/76. Draft for a Treaty amending the Treaties establishing the European Communities so as to permit the adoption of Common Rules on the protection under Criminal Law of the financial interests of the Communities and the prosecution of infringements of the provisions of those Treaties. Draft for a Treaty amending the Treaty establishing a single Council and a single Commission of the European Communities so as to permit the adoption of Common Rules on the liability and protection under Criminal Law of officials and other servants of the European Communities. 16 pp. (0 10 422877 6.) 35p.

45th Report. Select Committee on the European Communities. EEC Jurisdiction Convention. Convention of 27 September 1968 on Jurisdiction and Enforcement of Judgments in Civil and Commercial Matters R/2963/76. Preliminary Draft Convention on the Accession of the United Kingdom and other States to the above mentioned Convention R/2962/76. 14 pp. (0 10 425877 2.) 35p.

46th Report. Select Committee on the European Communities. Stock Exchange Quotations R/2638/76. Co-ordination of the conditions for the admission of securities to official Stock Exchange Quotation. 8 pp. (0 10 425977 9.) 25p.

52nd Report. Select Committee on the European Communities. Fortnightly Report, 2 August 1977. 1. Co-options. 2. 16th Sift of EEC Proposals. 3. Annex. 16 pp. (0 10 427577 4.) 35p.

Commission of the European Communities

The Economic Situation in the Community. 1 – 1977. (297 mm.) 32 pp. (0 11 936518 9.) £5.15.

Graphs and Notes on the Economic Situation in the Community. 4 – 1977. (E/Da.) (297 mm.) 16 pp, illus. (0 11 936517 0.) £1.30.

Graphs and Notes on the Economic Situation in the Community. 5 – 1977. (E/Da.) (297 mm.) 16 pp. (0 11 936604 5.) £1.30.

Graphs and Notes on the Economic Situation in the Community. 6 – 1977. (E/Da.) (297 mm.) 16 pp. (0 11 936702 5.) £1.30.

Graphs and Notes on the Economic Situation in the Community. 7 – 1977. (E/Da.) (297 mm.) 16 pp. (0 11 936757 2.) £1.30.

Freedom of Movement for Workers within the Community. Official Texts. (297 mm.) 32 pp. (0 11 936601 0.) £1.60.

Vocational Training. Information Bulletin. No. 4. December 1976. (E/F/G/D/Da/I.) (297 mm.) 28 pp. (0 11 936608 8.) 85p.

The Development Co-operation Policies of the European Community from 1971 to 1976. April 1977. (297 mm.) 38 pp. (0 11 936618 5.) £1.00.

Economic and Financial Series – 1976 – 12. The Impact of Rising Prices on Taxation and Social Security Contributions in the European Community. June 1976. (276 mm.) 73 pp. (0 11 936525 1.) £1.20.

Inventory of Taxes levied by the State and the Local Authorities (Lander, départements, régions, districts, provinces, communes) in the Member States of the European Communities. Edition 1976. (Situation 1 July 1976.) (276 mm.) 709 pp. (0 11 936526 X.) £12.25.

Raw Material Supply for the Iron and Steel Industry – Part No. 1. Review of Studies carried out in the Producer Countries on the Forecast Consumption of the Alloying Elements Ni, Cr, Mo, V, W and Co for Special Steel Production in the Years 1970 and 1985. 1976. (244 mm.) 34 pp, illus. (0 11 936633 9.) £1.25.

Comparative Tables of the Social Security Systems in the Member States of the European Communities. Ninth Edition. (Situation at 1 July 1976.) General System. (210 x 297 mm.) 126 pp. (0 11 936659 2.) £2.05.

Results of the business survey carried out among managements in the Community. 6 – 1977. (E/F/G/Da/D/I.) (210 x 297 mm.) 114 pp. (0 11 936673 8.) £4.30.

Results of the Business Survey carried out among Managements in the Community. 7 – 1977. (E/F/G/D/Da/I.) (210 x 297 mm.) 110 pp, illus. (0 11 936796 3.) £4.30.

The European Consumer – his preoccupations – his aspirations – his information. 1976. (244 mm.) 41 pp. (0 11 936669 X.) 80p.

European Coal and Steel Community. Financial Report for the year 1976. No. 22. (E/F/G/D/Da/I.) (297 mm.) 49 pp, illus. (0 11 936756 4.) £3.60.

Community Law. Extract from the 'Tenth General Report on the Activities of the Communities in 1976'. (E/F/G/D/Da/I.) (230 mm.) 34 pp. (0 11 936795 5.) £1.00.

Bulletin of the European Communities. (ECSC, EEC, EAEC.) No. 4, 1977 (10th Year). (E/F/G/D/Da/I/S.) (244 mm.) 120 pp, illus. (0 11 936569 3.) £1.20.

Bulletin of the European Communities. (ECSC, EEC, EAEC.) No. 5, 1977 (10th Year). (E/F/G/D/Da/I/S.) (244 mm.) 136 pp, illus. (0 11 936713 0.) £1.20.

Bulletin of the European Communities. No. 6, 1977 (10th Year). (E/F/G/D/Da/I/S.) (244 mm.) 132 pp. (0 11 936762 9.) £1.20.

Seventh Report of the Steel Industry Safety and Health Commission (1975). (297 mm.) 36 pp. (0 11 936570 7.) 70p.

Eighth Report of the Steel Industry Safety and Health Commission (1976). (297 mm.) 40 pp. (0 11 936571 5.) 70p.

The analysis of economic costs and expenses in road and rail transport. (276 mm.) 36 pp (0 11 936687 8.) £1.00.

A Study of the Evolution of Concentration in the Beverages Industry for the United Kingdom. Part One: Industry Structure and Concentration, 1969-74. April 1977. (297 mm.) 263 pp. (0 11 936703 3.) £4.25.

Statistical Office of the European communities

Monthly General Statistics Bulletin. 2 – 1977. (E/F/G/D/Da/I.) (297 mm.) 190 pp. (0 11 936560 X). £2.60.

Monthly General Statistics Bulletin. 4/7 – 1977. (E/F/G/D/Da/I.) (297 mm.) 196 pp. (0 11 936799 8.) £2.60.

National Accounts ESA. Detailed Tables. 1970-75. (E/F/D.) (297 mm.) 460 pp, illus. (0 11 936562 6.) £11.00.

The Methodology of the United Kingdom Balance of Payments. 1976. (E/F.) (297 mm) 114 pp. (0 11 936524 3.) £4.80.

Monthly External Trade Bulletin. 4/6 – 1977. (E/F/G/Da/D/I.) (With Supplement.) (297 mm.) 208 pp + 29 pp. (0 11 936682 7.) £2.60.

Monthly External Trade Bulletin. 7 – 1977. (E/F/G/D/Da/I.) (297 mm.) 126 pp, illus. (0 11 936786 6). £2.60.

Balances of Payments. Geographical Breakdown 1971-75. 1976. (E/F/G/D/Da/I.) (297 mm.) 190 pp, illus. (0 11 936547 2.) £7.80.

Quarterly Bulletin of Industrial Production. 1 – 1977. (E/F/G/D/Da/I.) (297 mm.) 180 pp, illus. (0 11 936535 9.) £2.85.

Monthly Tables of Transport. 4 – 1977. (E/F/G/D/Da/I.) (297 mm.) 32 pp. (0 11 936520 0.) £1.15.

Monthly Tables of Transport. 5 – 1977. (E/F/G/D/Da/I.) (297 mm.) 36 pp. (0 11 936606 1.) £1.15.

Monthly Tables of Transport. 6 – 1977. (E/F/G/D/Da/I.) (297 mm.) 34 pp. (0 11 936797 1.) £1.15.

Coal. Monthly Bulletin. 5 – 1977. (E/F/G.) (297 mm.) 12 pp. (0 11 936542 1.) 45p.

Coal. Monthly Bulletin. 6 – 1977. (E/F/G.) (297 mm.) 32 pp, illus. (0 11 936605 3.) 45p.

Coal. Monthly Bulletin. 7 – 1977. (E/F/G/Da/D/I.) (297 mm.) 12 pp. (0 11 936684 3.) 45p.

Coal. Monthly Bulletin. 8 – 1977. (E/F/G.) (297 mm.) 10 pp. (0 11 936754 8.) 45p.

Hydrocarbons. Monthly Bulletin. 5 – 1977. (E/F/G.) (297 mm.) 16 pp. (0 11 936541 3.) 73p.

Hydrocarbons. Monthly Bulletin. 6 – 1977. (E/F/G.) (297 mm.) 18 pp. (0 11 936598 7.) 73p.

Hydrocarbons. Monthly Bulletin. 7 – 1977. (E/F/G) (297 mm.) 18 pp, illus. (0 11 936706 8.) 73p.

Hydrocarbons. Monthly Bulletin. 8 – 1977. (E/F/G.) 20 pp. (0 11 936785 8.) 73p.

Structure of Earnings in Wholesale and Retail Distribution, Banking and Insurance in 1974. 1. Methods and Definitions. (E/F/G/D/Da/I.) (297 mm.) 224 pp, illus. (0 11 936643 6.) £7.30.

Quarterly Iron and Steel Statistical Bulletin. 2 – 1977. (E/F/G/D/Da/I). 280 pp + 58 pp. Index. (0 11 936661 4.) £7.15.

Electrical Energy. Monthly Bulletin. 6 – 1977. (E/F/G.) (297 mm.) 12 pp. (0 11 936579 0.) 35p.

Electrical Energy. Monthly Bulletin. 7 – 1977. (E/F/G.) 8 pp. (0 11 936670 3.) 35p.

Electrical Energy. Monthly Bulletin. 8 – 1977. (E/F/G.) (297 mm.) 12 pp. (0 11 936740 8.) 35p.

Confidentiality and Business Statistics in the European Communities. December 1976. (230 mm.) 159 pp. (0 11 936755 6.) £3.20.

Regional Statistics. Community's Financial Participation in Investments 1975. (E/F/G/D/Da/I.) (297 mm.) 224 pp + Map. (0 11 936758 0.) £6.25.

Operation of Nuclear Power Stations during 1976. (E/F.) (210 x 297 mm.) 124 pp. (0 11 936798 X.) £2.30.

Basic Statistics of the Community. Comparison with some European countries, Canada, the United States of America, Japan and the Union of Soviet Socialist Republics. 15th Edition 1977. (E/F/G/D/Da/I.) (155 mm.) 208 pp. (0 11 936725 4.) £2.30.

Hourly Earnings. Hours of Work. IV – 1976. 1 – 1977. (E/F/G/D/Da/I). (297 mm.) 242 pp, illus. (0 11 936724 6.) £5.70.

Overseas trade news

New rules of access in foreign currency financing

ECGD introduced new rules governing the access of banks to its arrangements for supporting foreign-currency-financed buyer credits for UK capital goods exports on 21 October.

The new rules, which are set out in a letter from the Bank of England to the appropriate banking associations, will provide for parity of competition among banks wishing to participate in the foreign currency financing scheme.

In future all banks authorised under the Exchange Control Act 1947 and registered as companies in the UK will be eligible to arrange such credits provided that where a managing bank is substantially owned by a non-UK registered company it shall not extend participation in the credit to other banks within the same group unless such other banks are themselves eligible to arrange financing under the scheme.

These requirements will ensure that all banks arranging ECGD-supported medium and long-term foreign currency export credit are established in the UK, are adequately capitalised and are subject to the same prudential requirements. The new rules apply immediately although cases where substantive negotiations have started but which fail to meet the new requirements will be allowed to continue.

The government announced last December its intention to encourage a switch from sterling to foreign currency financing for UK exports sold on medium- or long-term credit. Foreign currency financed export credit does not have to be refinanced by the government, involves less expenditure on interest make-up grants to the banks and reduces the burden of this item on the capital account of the balance of payments.

Since the introduction of the foreign currency financing scheme several major ECGD-backed foreign currency financing loans have been concluded to a total value of over $400 million. The total value of foreign currency financing business under consideration exceeds $3,000 million.

Energy minister visits United States

Alex Eadie, Parliamentary Under-Secretary of State for Energy, is visiting the United States from Wednesday, 26 October, to 6 November. He is accompanied by Dr Joe Gibson, recently appointed member with special responsibility for science at the National Coal Board.

During the tour, Mr Eadie will make presentations at two conferences, visit a coalmine, and tour several centres engaged in research and development into coal conversion techniques.

Rise in demand for ECGD facilities

New figures of the value of exports insured by the Export Credits Guarantee Department show a continuing rise in the demand for the department's export insurance and financing facilities. In the field of short-term export business (goods sold on up to six-months' credit) ECGD is now covering UK exports at the rate of £12,000 million a year. This compares with a total of £9,358 million last year, and is about double the value of short-term business insured by ECGD two years ago.

Giving these figures at a Birmingham Chamber of Industry and Commerce export seminar in Birmingham on 20 October, Derek Smith, head of ECGD's comprehensive guarantee group, said that this increased demand for ECGD's services was reflected in the number of applications for credit limit on overseas buyers that were received from the 11 000 or so exporters who had ECGD policies. These credit limit applications were flowing in to ECGD offices up and down the country at a rate of over 1000 a day.

The bad news was that exporters – some of them quite major companies – were still not making proper use of the new and generous discretionary limits under which they are able to take on new export business, with full ECGD cover, without referring to ECGD provided they had good reports on the buyers.

These wider discretionary limits, he explained, were introduced last year for the express purpose of streamlining procedures to help the policyholders to seek, win and conclude export contracts with a minimum amount of fuss from the insurance point of view. In fact, the new limits allowed exporters to take on up to £5,000 worth of new business for each buyer (against £2,500 under the old limit) and gave him scope to raise limits well above that figure on the basis of satisfactory trading experience, without coming near ECGD. 'Yet we find that getting on for a third of the credit limit applications we receive each day are well within the discretionary limits and need not have been referred to us at all.'

This caused two sorts of delay, Mr Smith pointed out. Firstly, particularly where ECGD did not already know the buyer and where inquiries had to be made overseas, the policyholder has to wait for the answer. Yet the policyholder and his agent, where they negotiated an order, were best placed to get immediate information on the buyer, weeks ahead of ECGD. Secondly, the more of these unnecessary applications were received by ECGD, the less able they were to deal speedily with other applications which had to come in because of their size. 'So – not for the first time – I strongly urge exporters to make the maximum use of their discretionary limits, to help us help them with a speedier credit limit service,' he concluded.

Israeli PM to visit UK

At the invitation of Prime Minister James Callaghan, the Prime Minister of Israel, Menachem Begin is to pay an official visit to Britain. The visit, from 20 to 23 November, will be the first by a member of the new Israeli government as well as the first meeting between Mr Callaghan and Mr Begin since the latter took office in June.

Export Year adviser praises East Midlands committee

The work of an East Midlands group of industrialists and shopfloor representatives was praised on 18 October by Roy Earnshaw, the Export Year adviser, speaking at a lunch arranged by Nottinghamshire Chamber of Commerce and Industry.

The 14-strong group make up the East Midlands Export Year Advisory Committee which includes representatives of the chambers of commerce, CBI, the unions, the Institute of Export, the Export Association of Nottingham and the British Overseas Trade Board.

Export Year had been a far bigger success than was expected, Mr Earnshaw said, and he said that the East Midlands Export Year Advisory Committee chaired by trades union leader, Chris Adolphe, must take much credit for their work.

At the latest count, Mr Earnshaw said, over 2500 firms were taking part in Export Year, 120 of them in the East Midlands.

More important than mere numbers, however, were the number of heartening stories of firms getting a great deal of shopfloor involvement as a result of the campaign.

Mr Earnshaw said he hoped there would be a large East Midlands contingent of management and shopfloor representatives at the Export Year conference to be chaired by the Duke of Kent at the National Exhibition Centre, Birmingham, on 24 January.

Exports pulling Britain out of the doldrums – Catherwood

During the last year, the exporters of Britain, salesmen, management and shop-floor, have put in an enormous effort and we are now seeing a handsome pay-off. Sir Frederick Catherwood, chairman of the British Overseas Trade Board, made this point when speaking at an export dynamics conference in Northern Ireland on 20 October.

He said that last summer, at the inauguration of Export Year, the tough target of a 10 per cent increase in the volume of British exports and to wipe out the trade deficit had been set. It was tough because world trade was stagnant and because that kind of increase had never been achieved before. Although the pound had devalued, British costs were rising far faster than those of competitors. Now that the figures for the third quarter of 1977 were available it could now be seen that the targets had been well and truly hit.

Sir Frederick said that the visible trade deficit had been wiped out and, with the sales of invisible services there was a third quarter surplus of £526 million. The oil had, of course helped, but exports helped much more. The improvement on oil was £442 million, so Britain would have had a surplus without oil, for the improvement on exports was all of £2 billion for the quarter – or just a shade less at £1,758 million if oil exports were taken out. 'So don't let's say that we have been saved by oil, we have been saved by the hard and dedicated work of British industry at all levels.' The volume of exports went up in the third quarter of 1977 compared with the third quarter of 1976 not by the 10 per cent target but by 13.7 per cent, which was over twice the long term rate of growth.

The Northern Ireland export conference was the 17th held in the last 22 months attended by management, unions and shop-floor and during that time Sir Frederick said 'we must have visited, between us, nearly 100 export plants, and talked to two or three thousand managers, convenors, stewards and the men and women on the machines. They are not the cartoonists' delight, but serious, good-humoured men and women who want to do the best for themselves, their families and their country. They know perfectly well what the score is, especially they know that jobs depend on competitive exports. And that goes for the companies we have visited in Northern Ireland as well as those across the water. It is on these people that the future of the country depends and not on oil.'

He explained that based on the last quarter, exports of goods were running at just under £34 billion. Exports of services were probably running at about £16 billion, a total of £50 billion a year. Net imports of crude oil were running in the third quarter at about £2½ billion. This potential savings to the UK balance of trade would be important, but it was only 5 per cent of the earnings of British export industry. The health of Britain as a trading country depended overwhelmingly on its exports. Oil was a welcome bonus, but its importance in trading was still fractional.

The present and prospective oil income, coming on top of the new trade surplus, was beginning to exert considerable leverage on the financial position. During this year the inflow of funds had turned the pound from a soft currency into a hard one. It was a long time since Britain had a hard currency backed by a payment surplus and it took some getting used to. But Britain had to adapt fast or would soon be in deep trouble. And companies and trades unions had to adapt their wages policy 'because for the first time in our generation it really is possible to price ourselves out of our markets, for devaluation only just covers the higher rate of British cost inflation and we have hardly any margin in hand'.

'In a soft currency, a wage award of 10 per cent more than Germany, Japan or America had been covered by a corresponding devaluation allowing the UK to stay competitive. But in a hard currency, a wage award of 10 per cent more meant a straight cost increase of 10 per cent and if for instance rises of the pound against the dollar by 3½ per cent – as it had – it meant a cost rise of 13½ per cent – enough not only to cut down UK exports to American very sharply, but to give American companies a strong price advantage with Britain's own customers.'

Sir Frederick emphasised that to pay big wage increases in the hard spendable international currency which the UK now had was fine for those who could afford it. For the rest it lead 'straight to the knacker's yard'. A hard currency sorted the men from the boys, those who could live in international markets from those who could not. It was competition rather than government sanctions and guidelines which now mattered. 'We need to look at the wage increases abroad not comparability at home.' Most people still did not believe this. They believed that, in the end, Government could still devalue the currency to maintain employment. But to act on that belief was a dangerous gamble. The government was desperately trying to keep the exchange rate down. Its 10 per cent guidelines depended on it. If the exchange rate moved up, 10 per cent was far too high. But money was pouring in, interest rates were right down and still the money came in. There were some people who felt that the less effective companies should no longer be protected. Names were already being named of companies who should be allowed to commit suicide if they wished. So government could not help by devaluation even if it wished, and there were strong reasons why it should not wish.

Sir Frederick said, 'Last week we entertained 13 of Germany's leading industrialists. They assured us that hard currency would do us a lot of good. It lowers the costs of imports and that helps keep inflation down. It imposes a real market discipline and leads to a high wage, high productivity economy which we all want. I believe they are right'. But he added not everyone was going to survive. The effective exporters would grow, would provide jobs and high incomes and high dividends. But the ineffective company would be swamped by imports. So this lent more urgency than ever to export conferences.

Soviet minister visits UK

Mr Orudzhev, Soviet Minister for the Gas Industry, with Alan Williams, Minister of State for Industry, on 21 October. The Soviet Minister was in the UK from 17 to 23 October to look at the British gas industry and had talks with Alan Williams, Edmund Dell, Secretary of State for Trade, and Tony Benn, Secretary of State for Energy.

EIS helps win export order for UK firm

R. C. Johnson International, a newly established export marketing consultant in Newcastle upon Tyne taking part in Export Year, has secured a contract for a UK company worth over £150,000 as a result of using the British Overseas Trade Board's Export Intelligence Service. The order is for 25 000 bedcovers, and was placed by a West German firm. A further £800,000 worth of orders is anticipated from the same firm in 1978.

Within three weeks of receiving information about the German company's requirements through the Export Intelligence Service Johnson's had secured the order for their client. This was the first ever export order the manufacturer had received.

'The impetus quite unmistakably provided by Export Year has proved of enormous value,' said Ray Johnson, founder director of Johnson International. 'And undoubtedly there would have been no order without the totally professional services we received from the British Overseas Trade Board's local office in Newcastle.'

Other export orders Johnson's has secured recently for clients include a £20,000 contract for smokers pipes for Austria, West Germany and Holland for the Ornsby Pipe Co, trial orders from Australia for a Carlisle company's waterproof jackets and trial orders for wet suits for Austria for a Newcastle company.

See 'Export intelligence – 25 million cards on', page 184.

Bradford and Leeds chambers combine for north America visit

Bradford and Leeds Chambers of Commerce have combined forces in organising a mission to north America next year. The two chambers are now undertaking a joint recruiting campaign for a scatter mission which will begin in New York on 17 April and run for 12 days. Cut off date for mission applications is 15 December.

Companies interested in joining this mission should apply to Malcolm Sewell, Bradford Chamber of Commerce, Commerce House, Cheapside, Bradford BD1 4JZ, tel. 0274 28166/9.

Follow-up to Helsinki conference

The follow-up meeting to the Helsinki Conference on European Security and Co-operation is currently being held in Belgrade and could continue at least until February 1978.

As a result, hotel accommodation in the Yugoslav capital is extremely scarce, and would be visitors should ensure they have firm hotel reservations before they travel to Belgrade.

Trade mission to Mexico

A 13-member group of businessmen, led by Mr P. L. MacKellar, marketing and sales director of Hugh Smith (Glasgow) Ltd left London on 15 October on a week-long trade mission to Mexico organised by the Scottish Council (Development and Industry) in association with the British Overseas Trade Board.

The mission, the seventh organised by the Scottish Council this year, was accompanied by John D. Anderson of the council's marketing division.

Products for which the mission was seeking export orders included sea-water distillation plant, heavy machine tools, lubricants, ships, textile machinery, air conditioning units, engineering laboratory teaching equipment, oil storage tanks, transport engineering services, and whisky.

This is the council's second mission to Mexico. Following its first mission there, in 1973, a £14.5 million contract from the Mexican government – placed with Associated British Toolmakers (London) Ltd – was obtained for 21 fishery protection vessels, all of which were built in Scottish shipyards – 11 of these at the Ailsa Shipbuilding Co Ltd, Troon, who were again represented on the council's mission.

This week the council sent a further trade mission to the USSR and plans to send a mission to Iraq in December. Twelve missions are planned for 1978.

IMI mission to the Middle East

A 10-strong team representing six companies which manufacture building products within the Imperial Metal Industries Ltd (IMI) group left the UK on 25 October on a two-week selling mission to the Middle East.

The mission, led by Dr T. A. J. Lamb, IMI overseas and marketing director, is visiting seven territories and the tour will coincide with the Middle East Construction Exhibition '77 in Dubai, where seven IMI companies will be exhibiting their products from 30 October to 5 November. Members of the mission will visit Kuwait, Dubai, Abu Dhabi, Qatar, Bahrain, Saudi Arabia and Egypt.

New president for UK-Soviet chamber

Sir John Buckley is to succeed John Meyer as president of the British-Soviet Chamber of Commerce on 1 December. Sir John is chairman of Davy International Ltd and of Alfred Herbert Ltd.

Mr Meyer has been associated with the chamber for 30 years. He was appointed a member of the executive council in 1947, chairman in 1952 and became president in 1962.

The announcement was made on 20 October by Gordon S. Planner, chairman of the executive council, at the quarterly luncheon of the chamber at the Connaught Rooms. The luncheon was attended by the Soviet ambassador, Nikolai Lunkov and by Mr V. P. Pletnev, vice-chairman of the Presidium of the USSR Chamber of Commerce and Industry. The Soviet ambassador also addressed members of the chamber on the outcome of the recent visit to Moscow of the Secretary of State for Foreign and Commonwealth Affairs, David Owen.

EIA plans five missions

The Engineering Industries Association is mounting the following joint venture missions with BOTB support next year.

It is planned that the first mission will go to the People's Republic of China from 18 February to 6 March. The next to Hong Kong and Singapore from 3 to 22 March. The first working week in Hong Kong, coincides with the British industrial exhibition (6 to 11 March). The second week is in Singapore.

From 1 to 17 April the association plans a mission to the United States and Canada. First working week in Chicago; second week in Toronto.

South Africa is the destination from 6 to 21 May. The mission will be based in Johannesburg and delegates are free to travel to other centres in South Africa to attend to business appointments.

Finally from 25 May to 16 June there is a mission to the Middle East with the first (scatter) week based in Beirut and the second week in Tehran and third week in Baghdad.

Full details can be obtained from: The Export Department, Engineering Industries Association, Equitable House, Lyon Road, Harrow, Middx. HA1 2HG, tel. 01-863 9188.

Inward mission on sports equipment

Some members of an 11-man inward global mission on sports equipment on the Slazenger stand at the International sports and leisure exhibition (Isle 1977) at the National Exhibition Centre, Birmingham. The members of the mission were spending a week in Britain as guests of the Federation of British Manufacturers of Sports and Games and the British Overseas Trade Board. Apart from an extended visit to the exhibition, the visitors also toured sports equipment factories and production plants.

Oyerseas trade news continues after the supplement.

Commercial representation guide

British commercial representation overseas
October 1977

Before you go abroad . . .

Commercial departments of the British embassies, high commission offices and consulates listed in this guide can be of considerable help to the British business man travelling abroad on export business. They can assist him with introductions, advice on local conditions and help generally in achieving the purpose of his visit. But they are better able to help if told in advance about the visit, its purpose and the nature of any assistance likely to be required of them. Such advance notification to commercial departments is best sent through one of the offices listed in the adjacent column and intending business travellers are advised to contact the nearest of these offices at an early stage in arranging visits abroad, These offices will not only notify the visits to the commercial departments concerned but can also provide travellers with information about overseas markets before departure.

On arrival overseas the business traveller is advised to telephone the commercial department to fix an appointment with the appropriate commercial officer.

'Hints to business men' booklets

These booklets are available for most of the countries listed. British business men who intend visiting any of the countries on export business may obtain copies from one of the offices listed in the adjacent column or direct from the British Overseas Trade Board, Export Services and Promotions Division, Department of Trade. (01-248 5757 ext. 7146, telex 886143).

Poste restante and telex facilities

Business men visiting overseas markets may, if they wish, have their mail addressed care of the commercial department of the British embassy/high commission/consulate in the country they are visiting. This facility is available during normal business hours only and business men intending to use it are requested to give adequate notice to the overseas commercial department beforehand, or alternatively advise one of the offices listed in the adjacent column. Where public telex facilities are not freely available, commercial departments will, if possible, allow visiting business men who wish urgently to get in touch with their firms to use the post's telex facilities on a repayment basis.

Initial inquiries

Information in this list is for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest government office providing services for UK exporters (see above). A great deal of overseas commercial information is on record and can be supplied immediately.

Offices providing services for UK exporters

British Overseas Trade Board

Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU.
Tel. 01-248 5757, telex 886143 DTI EXPORT LDN

Export sections of Department of Industry regional offices

Yorkshire and Humberside Regional Office
Priestley House, 1 Park Row, Leeds LS1 5LF.
Tel. 0532 443171, telex 557925 DTI LEEDS

Northern Regional Office
Stanegate House, 2 Groat Market, Newcastle upon Tyne NE1 1YN. Tel. 0632 24722, telex 53178 DTI NTYNE

Cumbria District Office
Town Hall, Cockermouth, Cumbria CA13 9NP.
Tel. 0900 823498, telex 64173 DTI COCKERMOUTH

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester M1 4BA.
Tel. 061-236 2171, telex 667104 DTI MCHR

West-Midlands Regional Office
Ladywood House, Stephenson Street, Birmingham B2 4DT. Tel. 021-632 4111, telex 337021 DTI BHAM

East-Midlands Regional Office
Severns House, 20 Middle-Pavement, Nottingham NG1 7DW. Tel. 0602 56181, telex 37143 DTI NOTG

South-Western Regional Office
The Pithay, Bristol BS1 2PB.
Tel. 0272 291071, telex 44214 DTI BRISTOL

Northern Ireland

Northern Ireland Department of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX.
Tel. 0232 34488, telex 747025 GOVCOMM BELFAST

Scotland

Export Office for Scotland
Scottish Economic Planning Department
Alhambra House, 45 Waterloo Street, Glasgow G2 6AT.
Tel. 041-248 2855, telex 77583 SEPD GLASGOW

Wales

Welsh Office Industry Department
Government Buildings, Gabalfa, Cardiff CF4 4YL.
Tel. 0222 62131, telex 49267 WOCARD G

This guide is prepared for the British Overseas Trade Board by the Department of Trade's Export Services and Promotions Division and published half-yearly by 'Trade and Industry'. Inquiries about the list should be made to British Overseas Trade Board, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7406 or 211).

AFGHANISTAN: British Embassy, Karte Parwan, **Kabul.** Tel 30511/3.

ALGERIA: British Embassy, Residence Cassiopee, Batiment B, 7, Chemin des Glycines, **Algiers** (postal address BP43, Alger Gare). Tel 605601/605411, 605038, 605831, telex 52872 a/b PRODROME ALGER.

ARGENTINA: British Embassy, Luis Agote 2412/52, **Buenos Aires** (postal address Casilla de Correo 2050, Buenos Aires). Tel 80-7071/9, telex 121666 a/b 121666 ARPROBA.

AUSTRALIA: British High Commission, Commonwealth Avenue, **Canberra, ACT.** Tel 730422, telex AA62222 a/b UKREP AA62222.

Sydney: British Consulate-General, Gold Fields House, Sydney Cove, Sydney, Australia 2000, NSW. Tel 27-7521, telex 71 20680 a/b BRITN AA20680.

Melbourne: British Consulate-General, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, Victoria, Australia 3000. Tel 602-1877, telex 71 30660 a/b BRITN AA30660.

Brisbane: British Consulate-General, BP House, 193 North Quay, Brisbane, Queensland, Australia 4000. Tel 2214933 (STD area code 07), telex 7140556 a/b BRITN AA40556.

Perth: British Consulate-General, Prudential Building, 95 St George's Terrace, Perth, Western Australia 6000. Tel 321 5611, 321 7891, telex 71 92493 a/b BRITN 71 92493.

Adelaide: British Consulate-General, 8th Floor. 70 Pirie Street, Adelaide, South Australia, 5000, Tel 2234572, telex 82543 a/b BRITN AA 82543.

AUSTRIA: British Embassy, Reisnerstrasse 40, 1030, **Vienna.** Tel 731575/9, telex 13410 and 12810 a/b BRITEM A.

BAHAMAS: British High Commission, Bitco Building, Third Floor, East Street, **Nassau** (postal address PO Box N 7516, Nassau). Tel 57471/4 area code 80932, telex 20112 a/b UKREP, Nassau.

BAHRAIN: British Embassy, Government Road-North Manama, **Bahrain** Tel 54002 (Four lines), telex GJ8213 a/b 8213 PRODRO GJ.

BANGLADESH: British High Commission, DIT Building Annexe, Dilkhusha (PO Box 90), **Dacca-2.** Tel 243251-3, 244216-8, 246867.

BARBADOS: British High Commission, 147/9 Roebuck Street (PO Box 676c), **Bridgetown.** Tel 63525, telex WB219 a/b UKREP, BRI WB 219.

BELGIUM: British Embassy, Britannia House, Rue Joseph II 28, 1040 **Brussels.** Tel 2191165, telex 23462 a/b BRITEM B.

Antwerp: British Consulate-General, Haven-building, Postbus No. 6, Van Schoonbekeplein 6, B-2000 Antwerp. Tel (031) 326940, 328829, 321698.
Brussels is the main commercial post and central point for British trade promotion work in Belgium. Antwerp has only limited facilities.

BENIN: There is no resident mission in Benin. British Commercial interests are the responsibility of the British High Commission in Accra, Ghana.

BERMUDA: British Commercial interests are the responsibility of the British Trade Development Office, New York.

BOLIVIA: British Embassy, Avenida Arce 2732-2754 (Casilla 694), **La Paz.** Tel 51400 and 29404, telex BX 5228 a/b PRODROME BX 5228.

BOTSWANA: British High Commission, Private Bag 23, **Gaborone.** Tel 2483/5, telex JX 7870 a/b HIGHCOM J7870.

BRAZIL: British Embassy, Avenida das Nacoes, Lote 8 (Caixa Postal 07-0586), **Brasilia DF.** Tel Brasilia 225 2710, 225 2625, 225 2985, 225 2545, 225 2745, telex (061) 1360 a/b 61136 OEING BR.

Rio de Janeiro: British Consulate-General, Praia do Flamengo 284-2° andar Rio de Janeiro GB (Caixa Postal 669-ZC-00). Tel 225-7252, telex 02121577 a/b 2121577 EING BR.

Sao Paulo: British Consulate-General, Avenida Paulista 1938 — 17° andar, 01310, Sao Paulo (Caixa Postal 846) Sao Paulo, SP. Tel 287-7722, telex 011-21384 a/b 1121384 BRIT.

BRUNEI: British High Commission, Room 45, 5th Floor, Hong Kong Bank Chambers, Jalan Chevalier, **Bandar Seri Begawan,** Brunei. Tel 26001 and 26002, telex BRU 211 a/b UKREP, BU 211.

BULGARIA: British Embassy, Boulevard Marshal Tolbukhin 65-67, **Sofia.** Tel 885361/2, telex 22363 a/b PRODROME SOFIA.

BURMA: British Embassy, 80 Strand Road (PO Box 638), **Rangoon.** Tel 15700.

BURUNDI: There is no resident mission in Burundi. British commercial interests are the responsibility of the British Embassy, Kinshasa, Zaire.

CAMEROON: British Consulate, **Rue Alfred Saker** (postal address: BP 1016, **Douala**, Cameroon). Tel 42 21 77 and 42 22 45, telex 5353 a/b BRITAIN 5353 KN.

CANADA: British High Commission, **80 Elgin Street, Ottawa K1P 5K7**, Ontario. Tel 237-1530, telex 0533318 a/b UKREP OTT.

Montreal: British Consulate General, 635 Dorchester Boulevard West, Montreal H3B 1R6. Tel 866-5863, telex 055-61224 a/b BRITAIN, MTL.

Toronto: British Consulate General, 8th Floor, 200 University Avenue, Toronto, Ontario M5H 3E3. Tel 864-1290, telex 02-29531 a/b BRITAIN, TOR.

Vancouver: British Consulate General, 4th Floor, Bank of Nova Scotia Building, 602 West Hastings Street, Vancouver BC, V6B 1P6, British Columbia. Tel 683-4421, telex 04-51287 a/b BRITAIN, VCR.

Halifax: British Consulate, 10th Floor, Centennial Building, 1645 Granville Street, Halifax, Nova Scotia. Tel 422-7488, telex 019-21634 a/b BRITAIN, HFX.

Edmonton: British Consulate-General, Suite 1404, Three McCauley Plaza, 10025 Jasper Avenue, Edmonton, Alberta T5J 156. Tel 428-0375, telex 037-2421 a/b BRITAIN, EDM.

Winnipeg: British Government Trade Office, York Centre, Suite 245-175, Hargrave Street, Winnipeg, Manitoba R3C 3R8. Tel 942-3151, telex 075-7814 a/b BRITAIN, WPG.

CAPE VERDE: There is no resident mission in Cape Verde. British commercial interests are the responsibility of the British Embassy in Dakar, Senegal.

CENTRAL AFRICAN EMPIRE: There is no resident mission in the Central African Empire. British commercial interests are the responsibility of the British Consulate, Douala, Cameroon.

CHAD: There is no resident mission in Chad: the British Ambassador resides at London (the Foreign and Commonwealth office). Commercial inquiries should be addressed in the first instance to Commercial Relations and Exports Division, Department of Trade, 1 Victoria Street, London SW1H 0ET. Tel 01-215 5334.

CHILE: British Embassy, La Concepcion 177 Providencia (Postal address: Casilla 72-D), Santiago. Tel 239166, telex 40072 a/b 40072 PROST CL.

CHINA: British Embassy, 11 Kuang Hua Lu, Chien Kou Men Wai, **Peking**. Tel 521961/4.

COLOMBIA: British Embassy, Calle 38, 13-35 Pisos 9-11, **Bogota**. (*Airmail address:* Apartado Aereo 4508, Bogota.) Tel 698100, telex 44503 a/b BRIT CO.

CONGO: There is no resident mission in Congo. British commercial interests are the responsibility of the British Embassy in Kinshasa, Zaire.

COSTA RICA: British Embassy, Paseo Colon, 3202, Apartado 10056, **San Jose**. Tel 21-56-88, telex 2169 a/b 2169 PRODROM.

CUBA: British Embassy, Edificio Bolivar, Capdevila, 101-103, e Morro y Prado, **Havana**. Tel 61-5681 (postal address: c/o Apartado 528, Administracion de Correos No 1 Mexico 1, DF Mexico.)

CYPRUS: British High Commission, PO Box 1978, Alexander Pallis Street, **Nicosia**. Tel 73131/5, telex 2208 a/b UKREPNIC.

CZECHOSLOVAKIA: British Embassy, Thunovska ulice 14, Mala Strana 118 00 **Prague 1**. Tel 533347/9, 533340 and 533370, telex 121011 a/b 121011 PRDM C.

DENMARK: British Embassy, 36-40 Kastelsvej, DK-2100 **Copenhagen O**. Tel (01) 14 46 00, telex 19908 a/b 19908 BRIEMB DK.

There is also an honorary consul in the **Faroe Islands** *at Tórshavn who sees British business visitors:*
British Consulate, Yviri vid Strand 17 (PO Box 49) DK—3800, **Tórshavn**, Faroe Islands. Tel Bryggjan 13510, telex 81258 a/b MARRCO FA.

DOMINICAN REPUBLIC: British Embassy, Avenida Independencia No 84 (Apartado 1352), **Santo Domingo**. Tel 682-3128/9, telex 2020075 a/b PRODROME 3460075.

ECUADOR: British Embassy (opposite Hotel Quito), Gonzalez Suarez 111, **Quito** (postal address: Casilla 314, Quito). Tel 230070/3, telex 022138, direct dialling a/b 2138 PRODQT ED.

EQUATORIAL GUINEA: There is no resident mission in Equatorial Guinea. British commercial interests are the responsibility of the British Consulate in Douala, Cameroon.

EGYPT, ARAB REPUBLIC OF: British Embassy, Ahmed Raghab Street, Garden City, **Cairo**. Tel 20850/9.

EL SALVADOR: British Embassy, 11a Avenida Norte (Bis), No. 611, Colonia Duenas, **San Salvador**. (Postal address Embajada Britanica, Apartado (cc) 2350, San Salvador, El Salvador, Central America). Tel 219106, 220590, 223945, telex 20133 a/b PRODSALV.

ETHIOPIA: British Embassy, Papassinos Building, Ras Desta Damtew Avenue, PO Box 858, **Addis Ababa**. Tel 151166 and 151252/3.

FIJI: British High Commission, Civic Centre, Stinson Parade (PO Box 1355), **Suva** (UKREP SUVA). Tel 311033, telex FJ 2129 a/b UKREP FJ 2129.

FINLAND: British Embassy, Uudenmaankatu 16-20, **Helsinki 12**. Tel 12574, telex 121122 a/b UKHKI SF.

FRANCE: British Embassy, 35 Rue du Faubourg St Honore, **75008 Paris**. Tel 266-91-42, telex 650264 a/b INFORM PARIS.

Bordeaux: British Consulate-General, 15 Cours de Verdun, 33081 Bordeaux Cedex. Tel 52-28-35/6, telex 570440 a/b BRITAIN BORDX.

Lille: British Consulate-General, 11-13-15 Square Dutilleul (Boite Postal 3477), 59019 Lille Cedex. Tel 573549 and 570177, telex 820669 a/b 820669 BRITAIN LILLE.

Lyon: British Consulate-General, 24 Rue Childebert, 69 288 Lyon Cedex 1, Rhone. Tel 375967/8, telex 8022-330254 a/b BRITAIN LYON.

Marseilles: British Consulate-General, 24 Avenue du Prado, 13006 Marseilles 6e (Bouches du Rhonee). Tel (91) 534332, telex 420307 a/b BRITAIN MARSL.

Strasbourg: British Consulate-General, 10 Rue du General de Castelnau, 67007 Strasbourg Cedex. Tel 88-366491, telex 870995 a/b BRISTRA STRBG.

GABON: There is no resident mission in Gabon. British commercial interests are the responsibility of the British Consulate in Douala, Cameroon.

GAMBIA, THE: British High Commission, 78B Wellington Street, PO Box 507, **Banjul**. Tel 395, telex GV 211 a/b UKREP GV 211.

GERMAN DEMOCRATIC REPUBLIC: British Embassy, **East Berlin** c/o BFPO 45. Tel 2202431, telex 113171 and 113172 a/b BEBERDD.

GERMANY, FEDERAL REPUBLIC OF: British Embassy, 35 **Bonn**, Friedrich-Ebert Allee 77. Tel 234061, telex 886887, 8869561 a/b BRI D.

Berlin: British Consulate-General, Berlin 12, Uhlandstrasse 7/8. Tel 3095295, telex 184268 a/b UKBLN D.

Dusseldorf: British Consulate-General, 4 Dusseldorf, Nordsternhaus, Georg-Glock-Strasse 14. Tel 434281-5, telex 8584855 a/b 8584855 COM D.

Frankfurt: British Consulate-General, 6 Frankfurt, Bockenheimer Landstrasse 51-53. Tel 720406, telex 414932 a/b UKFFT D.

Hamburg: British Consulate-General, Hamburg 13, Harvestehuderweg 8a. Tel 446071/5, telex 213562 a/b BRHBG.

Hanover: British Consulate-General, Hanover, Uhlemeyer Strasse 9 and 11. Tel 327641/5, telex 923263 a/b BCGHN D.

Munich: British Consulate-General, 8 Munich 40, Amalienstrasse 62. Tel 394015/9, telex 529959 a/b UKMUN D.

Stuttgart: British Consulate-General, 7 Stuttgart, Kriegsbergstrasse 28. Tel 293216/8, telex 722397 a/b 722397 UKST D.

GHANA: British High Commission, Barclays Bank Building, High Street (PO Box 296), **Accra**. Tel 64123 and 64134. The PO Box number must be used for all correspondence.

GREECE: British Embassy, 1, Ploutarchou Street, **Athens** 139. Tel 736211 (10 lines), telex 216440 a/b 216440 LION GR.

GUATEMALA: British Consulate, Edificio Maya, Via 5, No. 4-50, 8° Piso, Zona 4, **Guatemala City**. Tel 61329 and 64375, telex 5279 a/b 5279 BRITON GU.

GUINEA: There is no resident mission in Guinea. British commercial interests are the responsibility of the British Embassy in Dakar, Senegal.

GUINEA-BISSAU: There is no resident mission in Guinea-Bissau. British commercial interests are the responsibility of the British Embassy in Dakar, Senegal.

GUYANA: British High Commission, 44 Main Street, (PO Box 625), **Georgetown**. Tel 65881/4, telex GY221 a/b 221 UKREP GY.

HAITI: British Consulate, 21 Avenue Marie-Jeanne, Cite de l'Exposition, (PO Box 1302), **Port-au-Prince**. Tel 21227 and 22225, telex RCA 329118 and ITT3490013.

HONDURAS: There is no resident mission in Honduras. British commercial interests are the responsibility of the British Embassy in San Jose, Costa Rica.

HONG KONG: British Trade Commission, PO Box 528, 9th Floor, Gammon House, 12 Harcourt Road, **Hong Kong**. ('Uktrade, Hong Kong.') Tel 5-229541, telex HX73031 a/b UKTRA HX.

HUNGARY: British Embassy, Harmincad Utca 6, **Budapest V**. Tel 182-888, telex 224527 a/b 224527 BRIT H.

ICELAND: British Embassy, Laufasvegur 49, **Reykjavik**. Tel 15883/4, telex 2037 a/b 2037 UKREYK IS.

INDIA: British High Commission in India, Chanakyapuri, **New Delhi**, 110021. Tel 690371, telex 2135 a/b UKREP ND 2135.

Calcutta: British Deputy High Commission, 1 Ho Chi Minh Sarani, PO Box 9073, Calcutta, 700016. Tel 44-5171.

Bombay: British Deputy High Commission, PO Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Bombay, 400023. Tel 274874, telex 011-2850 a/b 011-2850 UKREP BY.

Madras: British Deputy High Commission, PO Box 3710, 150A Anna Salai, Madras, 2-600002. Tel 83136.

INDONESIA
British Embassy, Jalan Thamrim 75, **Jakarta**. Tel 41091/8, telex 46166 a/b 46166 PRODROME IA.

IRAN: British Embassy, Avenue Ferdowsi, (PO Box No. 1513), **Tehran**. Tel 645011/14 and 646017, telex 212493 a/b 212493 PROD IR.

IRAQ: British Embassy, Shaheen Building, Kard Al-Pasha Sa'adoon Street, **Baghdad**. Tel 99001/3.

IRISH REPUBLIC: British Embassy, 33 Merrion Road, **Dublin**, 4. Tel 695211, telex 5296 a/b 5296 UKDB EI.

ISRAEL: British Embassy, 192 Rehov Hayarkon Street, **Tel Aviv** 63405. Tel 249171-5, telex 33559 a/b PRODR IL.

ITALY: British Embassy, Via XX Settembre 80A, I 00187 **Rome**. Tel 4755551-5, Telex 8023-61049 a/b 61049 PRODROME.

Milan: British Consulate-General, Via San Paolo 7, I-20121 Milan. Tel 803442-6, Telex 8023-31528 a/b 31528 BRITAIN.
Milan is the main commercial post and central point for British trade promotion work in Italy.

Florence: British Consulate, Palazzo Castelbarco Lungarno Corsini 2, I 50123 Florence. Tel 263556, telex 57270 a/b 57270 BRITAIN.

Genoa: British Consulate-General, Via XII Ottobre 2, I 16121 Genoa. Tel 564833, telex 27689 a/b 27689 BRITAIN.

Naples and Bari: British Consulate-General, Via Francesco Crispi 122, 1-80122 Naples. Tel 209227, 663320 and 682482, telex 71330 a/b 71330 BRITAIN.

Palermo: British Consulate, Palazzo Vassallo, Via Marchese di Villabianca 9, I 90143 Palermo. Tel 253364-6, telex 91111 a/b 91111 BRITAIN.

Turin: British Consulate, Corso Vittorio Emanuele 1 (Angolo Corso Massimo d'Azeglio), I 10125 Turin. Tel 657676/7, telex 8023-23464 a/b 23464 BRITAIN.

Venice: British Consulate: Postal address – PO Box 679, 30100 Venice; callers – Accademia Dorsoduro 1051 30123 Venice. Tel 27408, telex 41283 a/b 41283 BRITAIN.

IVORY COAST: British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, **Abidjan**. (Postal address: Boite Postale 2581, Abidjan.) Tel. 22-66-15, 32-27-76 and 32-49-80, telex 706 a/b PRODROME ABIDJAN.

JAMAICA: British High Commission, PO Box 575, Trafalgar Road, **Kingston 10**, Jamaica (Britcom, Kingston). Tel 92-69050, telex 291 2110 a/b UKREP, KIN JA.

JAPAN: British Embassy, 1 Ichibancho, Chiyoda-ku, **Tokyo** 102. Tel (03) 265-5511, telex J.22755 a/b PRODROME.

Osaka: British Consulate-General, Hong Kong and Shanghai Bank Building, 45 Awajimachi, 4-chome, Higashi-ku, Osaka 541. Tel (06) 231-3355/7, telex 522 5167 a/b BRIOSA.

JIBUTI: There is no resident mission in Jibuti. British commercial interests are the responsibility of the British Embassy in Sana'a, Yemen Arab Republic.

JORDAN: British Embassy, King Hussein Street, PO Box 6062, **Amman**. Tel 37374-5.

KENYA: British High Commission. PO Box 30133, 13th Floor, Bruce House, Standard Street, **Nairobi**. Tel 335944, telex 22219 a/b UKREP, NRB.

KOREA, REPUBLIC OF: British Embassy, **Seoul** British Embassy, Seoul BFPO3 via BFPO1 Forces Airmail. Tel 75-7341/3, telex K27320 a/b PRODROM K27320.

KUWAIT: British Embassy, PO Box 300 SaFat, **Kuwait**. Tel 439221/2.

LAOS: British Embassy, Rue Pandit J. Nehru, PO Box 224, **Vientiane.** Tel 2333 and 2374.

LEBANON: British Embassy, Avenue de Paris Ras Beirut, **Beirut.** Tel 36.41.08, telex 916483 a/b PRODROM 20465 LE.

LESOTHO: British High Commission, PO Box 521, **Maseru.** Tel 3961, telex Lesotho 343 a/b 343BB.

LIBERIA: British Embassy, PO Box 120, Mamba Point, **Monrovia.** Tel 21055, 21107, 21491, telex 4287 a/b PRODROM LIB.

LIBYAN ARAB JAMAHIRIYA – THE POPULAR SOCIALIST: British Embassy, Sharia Gamal Abdul Nasser, Tripoli. Tel 31191/5, telex 20296 a/b 20296 BRITEMB -LY

LEICHTENSTEIN: There is no resident mission in Leichtenstein. British commercial interests are the responsibility of the Directorate of British Export Promotion in Zurich, Switzerland.

LUXEMBOURG: British Embassy, 28 Boulevard Royal, **Luxembourg.** Tel 29864/66, telex 3443 a/b 3443 PRODRO LU.

MADAGASCAR: British Consulate, 5 Rue Robert Ducrocq, BP 167, Tananarive, **Madagascar.** Tel 251-51 telex 22334 a/b Landis Tana.

MALAWI: British High Commission, Blantyre Office, Victoria Avenue, PO Box 479, **Blantyre.** Tel 33022.

MALAYSIA: British High Commission (PO Box 1030), 13th Floor, Wisma Damansara, Jalan Semantan, **Kuala Lumpur.** Tel 941533, telex MA 30245 a/b UKREP MA30245.

MALDIVE ISLANDS: There is no resident mission in the Maldive Islands. British commercial interests are the responsibility of the British High Commission in Colombo, Sri Lanka.

MALI: There is no resident mission in Mali. British commercial interests are the responsibility of the British Embassy in Dakar, Senegal.

MALTA: British High Commission, 7 St Anne Street, **Floriana.** Tel Central 21285/6/7, telex 249 UKREP MW.

MAURITANIA: There is no resident mission in Mauritania, British commercial interests are the responsibility of the British Embassy in Dakar, Senegal.

MAURITIUS: British High Commission, PO Box 586, Cerne House, Chaussee, **Port Louis.** Tel 20201, telex IW 266 a/b UKREP IW 266.

MEXICO: British Embassy, Lerma 71, Col Cuauhtémoc, PO Box 96 Bis., **Mexico City,** 5 DF. Tel 5114880/5 and 5143327, telex 1771185 a/b 1771185 UKEMMX, 1773093 a/b 1773093 UKEMMX.

MONGOLIA: British Embassy, 30 Enkh Taivny Gudamzh (PO Box 703), **Ulan Bator,** The People's Republic of Mongolia. Tel 51033.

MOROCCO: British Consulate-General, 60 Boulevard d'Anfa (Boite Postale 762), **Casablanca.** Tel 61440/1, telex 22781 M a/b BRITAIN 22781 M.

MOZAMBIQUE: British Embassy, Av Vladimir I Lenine 310, Caixa Postal 55, **Maputo.** Tel 26011/12, telex 6–265 a/b PROMA MO.

NEPAL: British Embassy, Lainchaur (PO Box 106), **Kathmandu.** Tel 11081, 11588/9.

NETHERLANDS: British Embassy, Lange Voorhout 10, **The Hague.** Tel 645800, telex 31600 a/b 31600 BEMB NL.

Amsterdam: British Consulate-General, Johannes Vermeerstraat 7, Amersterdam. Tel 739143 (4 lines), telex 15117 a/b 15117 UKAMS NL.

NEW ZEALAND: British High Commission, Reserve Bank of New Zealand Building, 9th Floor, 2 The Terrace, **Wellington 1** (postal address PO Box 369). Tel 726-049, telex NZ 3325 a/b NZ 3325.

Auckland: British Consulate-General, 9th Floor, Norwich Union Building, 179 Queen Street Auckland, 1 (mailing address Private bag, Auckland, 1). Tel 32-973, telex 2412 a/b BRIT N NZ 2412.

Christchurch: British Commercial Representative, PO Box 1762, Christchurch.

NICARAGUA: There is no resident mission in Nicaragua. British commercial interests are the responsibility of the British Embassy in San Jose, Costa Rica.

NIGER: There is no resident mission in Niger. British commercial interests are the responsibility of the British Embassy in Abidjan, Ivory Coast.

NIGERIA: British High Commission 16 Eleke Crescent, Victoria Island, **Lagos** (postal address: Private Mail Bag 12136, Lagos, Nigeria). Tel. 51630/1/2, telex 21247 a/b 21247 UKREP NG.

Ibadan: Office of the British Deputy High Commissioner, Finance Corporation Building, Lebabon Street, Ibadan. Tel 21551, telex 31102 a/b BHC IBN (NG) (postal address: Private Mail Bag 5010, Ibadan).

Kaduna: Office of the British Deputy High Commissioner, United Bank for Africa Building, Hospital Road, Kaduna. Tel 22573/5, telex 71104 a/b 71104 BHCKAD NG (postal address: Private mail bag 2096, Kaduna).

NORWAY: British Embassy, Thomas Heftyesgate 8, **Oslo, 2.** Tel 563890/7, telex 11575 a/b 11575 UKOSL N.

Bergen: British Consulate, Slottsgaten 1, 5015 Bergen. Tel 217033, telex 42660 a/b 42660 UK BGN N.

OKINAWA PREFECTURE: British commercial interests are the responsibility of the British Consulate-General, **Osaka,** Japan.

OMAN: British Embassy, **Muscat** (postal address PO Box 300, Muscat). Tel 722411, telex Muscat 3216 a/b PRODROME 3216.

PAKISTAN: British Embassy, Diplomatic Enclave, Ramma 5 (PO Box 1122). **Islamabad.** Tel 22131/5.

Karachi: British Consulate-General, York Place, Runnymede Lane, Port Trust Estate, Clifton, Karachi-6 (Britain Karachi). Tel 53 20 41/46.
Commercial matters concerning the northern areas, including the provinces of Punjab and North West Frontier, are dealt with by the Embassy, and for Sind and Baluchistan provinces by the Consulate at Karachi.

PANAMA: British Embassy, Via Espana 120, **Panama City** (postal address: Panama City c/o British Consulate Box B, Balboa Post Office, Canal Zone, Panama). Tel Panama City 23-0451, telex 3481020 a/b PROPANA.

PAPUA NEW GUINEA: British High Commission, United Church Building (3rd floor), Douglas Street, **Port Moresby** (postal address PO Box 739, Port Moresby). Tel 212500, telex NE 22142 a/b UKREP 22142.

PARAGUAY: British Embassy, 25 de Mayo 171, **Asuncion** (postal address Casilla de Correo 404, Asuncion). Tel 49146 and 44472, telex 139 a/b PRODROME 139 PY.

PERU: British Embassy, Edificio Pacifico-Washington, Plaza Washington, Avenida Arequipa (sextra cuadra), **Lima** (postal address PO Box 854, Lima). Tel 283830, telex PX5230 a/b PRODOME PX25230.

PHILIPPINES: British Embassy, Electra House, 115-117 Esteban Street, Legaspi Village, Makati, Metro Manila, (postal address PO Box 1970 MCC). Tel 8910-51/8, telex 3282 a/b 3282 PRODOME PN.

POLAND: British Embassy, Aleja Roz 1, **Warsaw.** Tel 281001-5, telex 813694 a/b 813694 PROD PL.

PORTUGAL: British Embassy, Rua de S. Domingos a Lapa 35-39, **Lisbon 3.** Tel 661191/5, telex 12278 a/b 12278 PROLIS P.

QATAR: British Embassy, PO Box 3, **Doha.** Tel 321991/4, telex DH4205 a/b 4205 PRODRO DH.

ROMANIA: British Embassy, 24, Strada Jules Michelet **Bucharest.** Tel 111635/6, telex 011-295 a/b 11295 PRODM R.

RWANDA: There is no resident mission in Rwanda. British commercial interests are the responsibility of the British Embassy in Kinshasa, Zaire.

SAUDI ARABIA: British Embassy, Dutch Bank Building, 4th Floor (PO Box 393), **Jedda.** Tel 27306 and 27122, telex 40043 a/b 40043 PRODROM SJ.

SENEGAL: British Embassy, 20 Rue du Docteur Guillet (BP 6025), **Dakar.** Tel 22383, telex 548 a/b PRODROM, SG.

SEYCHELLES: British High Commission, Victoria House, (3rd floor) PO Box 161, Victoria. Tel 23055/6, telex 269 a/b UKREP SZ.

SIERRA LEONE: British High Commission, Standard Bank, Sierra Leone Ltd., Building, Wallace Johnson Street, Freetown. Tel 23961-5, telex 3235 a/b 3235 UKREP SL.

SINGAPORE: British High Commission, Tanglin Circus, **Singapore 10** (postal address Tanglin PO Box 19). Tel 639333, telex RS 21218 a/b UKREP SP RS 21218.

SOMALI DEMOCRATIC REPUBLIC: British Embassy, Waddada Xasan Geeddi Abtoow 7/8, PO Box 1036, **Mogadishu.** Tel 2288, 3472, telex Mogadishu 617 a/b PRODROME MOG SM.

SOUTH AFRICA, REPUBLIC OF: British Embassy, 6 Hill Street, Arcadia, **Pretoria** 0002. Tel 74-3121, telex 3641 a/b 3641 SA.

Johannesburg: British Consulate-General, 5th Floor, Nedbank Mall, 145/7 Commissioner Street, Johannesburg 2000 or PO Box 10101, Tel 218161, telex 8-7115 a/b 8-7115JH.
Johannesburg is the senior commercial post and the central point for British trade promotion work in South Africa.

Cape Town: British Consulate-General, 11th Floor, African Eagle Centre, 2 St Georges Street, PO Box 1346, Cape Town 8000. Tel 41-1466/8, telex 5-7447CT a/b 5-7447CT.

Durban: British Consulate General, 7th Floor, Barclays Bank Building, Field Street, Durban 4001. Tel 313131 (five lines), telex 6-2428 a/b 6-2428 SA.

SPAIN: British Embassy, Calle de Fernando el Santo 16, **Madrid 4.** Tel 419-0200/12, telex 27656 a/b 27656 INGLAE.

Algeciras: British Consulate General, Avenida Francesco Franco II. Tel 661600, 661604.

Barcelona: British Consulate-General, Edificio Torre de Barcelona, Avenida Generalisimo Franco 477 (13 Floor), Apartado de Correos 12111, Barcelona 11. Tel 259 1601, 239 1300, telex 52799 a/b 52799 BRBAR E.

Bilbao: British Consulate-General, Alameda Urquijo 2-8, Bilbao 8. Tel 4157600, 4157711, 4157722, telex 32446 a/b 32446 BRBIL.

Vigo: British Vice-Consulate, Plaza de Compostela No. 23 (6°), (Apartado 49), Vigo. Tel. 211450.

Las Palmas: British Consulate, Edificio Hocasa, 6 Piso, Calle Alfredo L. Jones, 33 (PO Box 2020), Las Palmas, Gran Canaria, Canary Islands. Tel 262508, telex 95276 a/b 95276 BRTLP(E).

SRI LANKA: British High Commission, Galle Road, Kollupitiya, **Colombo 3** (postal address PO Box 1433, Colombo). Tel 27611/17, telex 1101 a/b UKREP, COLOMBO.

SUDAN: British Embassy, PO Box 801, New Aboulela Building, Barlaman Avenue, **Khartoum.** Tel 70760, 70766-9.

SURINAM: British High Commission, 44 Main Street, PO Box 625, **Georgetown,** Guyana. Tel 65881/2/3/4.
There is an honorary consul at the British Consulate at Paramaribo who sees business visitors. His address is: Van't HogerHuystraat (PO Box 1300), **Paramaribo.** Tel 72870.

SWAZILAND: British High Commission, Alister Miller Street **Mbabane** (postal address British High Commission, Private bag, Mbabane). Tel 2581, telex 2079 a/b 2079 WD.

SWEDEN: British Embassy, Skarpogatan 6-8, S-115 27 **Stockholm.** Tel 670140, telex 19340 a/b 19340 BRITEMB S.

Gothenburg: British Consulate-General, Götgatan 15, S-411 05 Gothenburg. Tel 136277, telex 20041 a/b BRITAIN S.

Malmo: British Consulate, Lilla Nygatan 11, S-211 38 Malmo. Tel 126625.

SWITZERLAND: Directorate of British Export Promotion in Switzerland: British Consulate-General, Dufourstrasse 56, 8008 **Zurich.** Tel (01) 47 15 20/6, telex 54260 a/b 54260 UKZUR CH.
Zurich is the senior commercial post and central point for British trade promotion work in Switzerland.

Berne: British Embassy, Thunstrasse 50, 3005 Berne. Tel (031) 445021/8, telex 32687 a/b 32687 UKBNE CH.

Basle: British Consulate, PO Box No. 851, Rittergasse 35, 4001 Basle. Tel (061) 235843, telex 62959 a/b UKBAL CH.

Geneva: British Consulate-General, 6th Floor, Rue de Vermont 37-39, 1211 Geneva 20. Tel (022) 343800, 332385, telex 22956 a/b 22956A (or B) UKGV CH.

SYRIA: British Embassy, Quarter Malki, 11 Mohammad Kurd Ali Street, Malki Avenue (PO Box 37), **Damascus.** Tel 332561-3.

TAHITI: There is no resident mission in Tahiti. British commercial interests are the responsibility of the British Embassy in Paris, France.

Telegraphic address

Unless otherwise stated, the telegraphic addresses to be used are:

Embassies: 'Prodrome' followed by the town name.

Consular offices: 'Britain' followed by the town name.

High commission offices: 'Ukrep' followed by the town name.

But note . . .

Auckland, New Zealand: Britauck.

Bermuda: Britradev, New York.

Canada: consular offices – 'Britcon' followed by the town name, except Winnipeg which is 'Britrad' Winnipeg.

TANZANIA: British High Commission, **Permanent** House, corner Azikiwe Street/Independence Avenue, PO Box 9112, **Dar es Salaam.** Tel 29601, **telex 41004** a/b 41004 UKREP.

THAILAND: British Embassy, Ploenchit Road, **Bangkok.** Tel 2527161 (Monday to Friday 0800-1630), 2527160 all other times.

TONGA: British High Commission, **Nuku'alofa.**

TRINIDAD AND TOBAGO: British High Commission, Furness House, 90 Independence Square, **PO Box 778, Port of Spain.** Trinidad, Tel 52861-6, **telex WG3224** a/b UKREP 224.

TUNISIA: British Embassy, 5 Place de la Victoire, **Tunis.** Tel 245100, 245324, 245649, 244805, **telex** TUNIS 12007 a/b PRDROM 12007 TN.

TURKEY: British Embassy, Sehit Ersan Caddesi, 46a, Cankaya, **Ankara.** Tel 274310/5, **telex 42320** a/b PROD TR.

Istanbul: British Consulate-General, Tepebasi, Beyoglu, Istanbul. Tel 447540, telex 22298 a/b BRIT TR.

UNITED ARAB EMIRATES: Abu Dhabi: British Embassy, PO Box 248, Abu Dhabi. UAE. **Tel 43033/4/5,** telex AH2234 a/b PRODROME AH 2234.

Dubai: British Embassy, Tariq Ibn Zayed Street (PO Box 65), Dubai. UAE. Tel 31070, 31893 and 31993, telex DB 5426 a/b 5426 BRITEM DB.

UNITED STATES: British Embassy, 3100 Massachusetts Avenue, N.W., **Washington D.C. 20008. Tel HO21340** or 4621340 (area code 202), **telex 892370** a/b PRODROME WSH.

New York: British Trade Development Office, 150 East 58th Street (19th and 20th floors), **New York, N.Y.** 10022. Tel 593-2258, area code 212, **telex 126919** a/b PRODROME NYK.
New York is the senior commercial post and the central point for British trade promotion work in the USA. Export Credits Guarantee Department's representative in N. America is at the same address.

Atlanta: British Consulate-General, **Suite 912,** 225 Peachtree Street, N.E., Atlanta, **Georgia 30303. Tel** 524-5856/8, area code 404, telex **542517** a/b **BRITAIN** ATL.

Boston: British Consulate-General, **Suite 4740,** Prudential Tower, Boston, Massachusetts 02199. **Tel 261-3060,** area code 617, telex 940994 a/b BRITAIN BSN.

Chicago: British Consulate-General, **33 N. Dearborn** Street, Chicago, Ill. 60602. Tel 346-1810/17, area code 312, telex 254432 a/b BRITAIN CGO.

Cleveland: British Consulate-General, **1828 Illuminating** Building, 55 Public Square, Cleveland, Ohio 44113. Tel 621-7674, area code 216, telex 980126 a/b BRITAIN CLV.

Dallas: British Consulate, 813 Stemmons Tower West, 2730 Stemmons Freeway, Dallas, Texas 75207. Tel 637-3600, area code 214, telex 730382 a/b BRITAIN DAL.

Detroit: British Consulate-General, 2200 Detroit Bank and Trust Building, 211 Fort Street West, Detroit, Michigan 48226. Tel 962-4776, area code 313, telex 230158 a/b BRITAIN DET.

Houston: British Consulate-General, Suite 2250, 601 Jefferson, Houston, Texas 77002. Tel 659-6270, area code 713, telex 762-307 a/b BRITAIN HOU.

Los Angeles: British Consulate-General, 3701, Wilshire Boulevard, Los Angeles, California 90010. Tel 385-7381, area code 213, telex 677421 a/b BRITAIN LSA.

Philadelphia: British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania 19107. Tel 92 52430/2, are code 215, telex 834636 a/b BRITAIN PhA.

San Juan: British Consulate, Room 1014, Banco Popular Center, Hato Rey, Puerto Rico. (postal address GPO Box 2157, San Juan, Puerto Rico 00936). Tel 767-4435 (area code 809), telex 365270 a/b 365270 BRITAIN.

St Louis: British Consulate-General, 7th Floor, Gateway Tower, 1 Memorial Drive, St Louis, Missouri 63102. Tel Main 14688, area code 314, telex 447190 a/b BRITAIN STL.

San Francisco: British Consulate-General, 9th Floor, Equitable Life Buildings, 120 Montgomery Street, San Francisco, California 94104. Tel 981-3030, area code 415, telex 340628 a/b BRITAIN SFO.

Seattle: British Consulate-General, 1216 Norton Building, 801 2nd Avenue, Seattle, Washington 98104. Tel 622-9253, area code 206, telex 329602 a/b BRITAIN SEA.

UPPER VOLTA: There is no resident mission in Upper Volta. British commercial interests are the responsibility of the British Embassy in Abidjan, Ivory Coast.

URUGUAY: British Embassy, Calle Marco Bruto 1073, **Montevideo.** Tel 791033, 791133, 799173, telex 439 a/b PRODROME UY.

USSR: British Embassy, Kutuzovsky Prospekt 7/4, **Moscow** G248. Tel 241-1033/4 (231 85 11/2 and 231 23 31 outside office hours), telex 7341 a/b PRODROME SU.

VENEZUELA: British Embassy, 12th Floor, Avenida La Estancia No. 10, Ciudad Commercial Tamanaco, Chuao, **Caracas** (postal address: Apartado 1246, Caracas). Tel 91-10-91, 91-14-77, telex 23468 a/b 23468 PRO-CARAC.

VIETNAM: British Embassy, 16 Pho Ly Thuong Kiet, Hanoi. Tel 2349 and 2510.

YEMEN ARAB REPUBLIC: British Embassy, 13 Al Qasr al Jumhuri (PO Box 1287), **Sana'a.** Tel 5428.

YEMEN, PEOPLE'S DEMOCRATIC REPUBLIC OF: British Embassy, 28 Ho Chi Minh Street, Khormaksar, **Aden.** Tel 24171-6.

YUGOSLAVIA: British Embassy, 46 Generala Zdanova 11000 **Belgrade.** Tel 645055, telex 11468 a/b 11468 YU PROBEL.

Zagreb: British Consulate-General, Iiica 12 (PO Box 454), 41001 Zagreb. Tel 445-522, 413-819 (Commercial section), telex 21309 a/b 21309 YU BR ZAG.

ZAIRE: British Embassy, 9 Avenue de l'Equateur, 5th Floor, (B.P. 8049), **Kinshasa.** Tel 23483/6 and 22666.

ZAMBIA: British High Commission, Independence Avenue, PO Box RW50, **Lusaka.** Tel 51122, telex 4115 a/b UKREP ZA 4115.

British trade correspondents

Trade correspondents generally give part-time service to the Departments of Trade and Industry. Often they are civil servants who have been selected to act in this capacity in addition to their normal duties; in certain other territories local businessmen undertake these functions. The extent to which British trade correspondents can assist British business visitors is therefore limited.

AFRICA, SOUTH WEST: Mr M. A. Isaacson, PO Box 29, **Windhoek,** South West Africa. Tel 7983.

BELIZE: Mr Gordon Roe, 6 Fort Street, PO Box 438, **Belize City.** Tel 2383.

FALKLAND ISLANDS: The Chief Secretary, **Stanley.**

GIBRALTAR: The Financial and Development Secretary, Government Secretariat, **Gibraltar.** Tel 70071, ext 51, telex GK 223 a/b SECRETARIAT GIBRALTAR.

GILBERT ISLANDS: The Secretary, Ministry of Commerce and Industry, PO Box 77, Bairiki, **Tarawa,** Gilbert Islands.

NEW HEBRIDES: Secretary for Financial Affairs, British Residency, **Vila.**

SANTA CRUZ: Edificio SAC1 2 do Piso, Calle Rene Moreno Esq Pari. Tel 29154.

ST HELENA: The Colonial Treasurer, The Castle, Island of St Helena, South Atlantic Ocean.

SOLOMON ISLANDS, BRITISH PROTECTORATE: British Trade Correspondent, Governor's Office, **Honiara,** Solomon Islands.

Town index

Towns with commercial representation

Abidjan, Ivory Coast
Abu Dhabi, United Arab Emirates
Accra, Ghana
Addis Ababa, Ethiopia
Adelaide, Australia
Aden, Yemen, Peoples Democratic Republic of
Algeciras, Spain
Algiers, Algeria
Amman, Jordan
Amsterdam, Netherlands
Ankara, Turkey
Antwerp, Belgium
Asuncion, Paraguay
Athens, Greece
Atlanta, United States
Auckland, New Zealand

Baghdad, Iraq
Bahrain, Bahrain
Banda Seri Begawan, Brunei
Bangkok, Thailand
Banjul, The Gambia
Barcelona, Spain
Basle, Switzerland
Beirut, Lebanon
Belgrade, Yugoslavia
Bergen, Norway
Berlin, Democratic Republic and Federal Repulic of Germany
Berne, Switzerland
Bilbao, Spain
Blantyre, Malawi
Bogota, Colombia
Bombay, India
Bonn, Germany
Bordeaux, France
Boston, United States
Brasilia, Brazil
Bridgetown, Barbados
Brisbane, Australia
Brussels, Belgium
Bucharest, Romania
Budapest, Hungary
Buenos Aires, Argentina

Cairo, Egypt, Arab Republic of
Calcutta, India
Canberra, Australia
Capetown, South Africa
Caracas, Venezuela
Casablanca, Morocco
Chicago, United States
Christchurch, New Zealand
Cleveland, United States
Colombo, Sri Lanka
Copenhagen, Denmark

Dacca, Bangladesh
Dakar, Senegal
Dallas, United States
Damascus, Syria
Dar es Salaam, Tanzania
Detroit, United States
Dillkusha, Bangladesh
Doha, Qatar
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Dubai, United Arab Emirates
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Edmonton, Canada

Florence, Italy
Floriana, Malta
Frankfurt, Germany
Freetown, Sierra Leone

Gaborone, Botswana
Geneva, Switzerland
Genoa, Italy
Georgetown, Guyana
Gothenburg, Sweden
Guatemala City, Guatemala

Hague, The, Netherlands
Halifax, Canada
Hamburg, Germany
Hanoi, Vietnam
Hanover, Germany
Havana, Cuba
Helsinki, Finland
Hong Kong, Hong Kong
Houston, United States

Ibadan, Nigeria
Islamabad, Pakistan
Istanbul, Turkey

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Jedda, Saudi Arabia
Johannesburg, South Africa
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Kaduna, Nigeria
Karachi, Pakistan
Kathmandu, Nepal
Khartoum, Sudan
Kingston, Jamaica
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Kuala Lumpur, Malaysia
Kuwait, Kuwait

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La Paz, Bolivia
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Monrovia, Liberia
Montevideo, Uruguay
Montreal, Canada
Moscow, USSR
Munich, Germany
Muscat, Oman

Nairobi, Kenya
Naples, Italy
Nassau, Bahamas
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Palermo, Italy (Sicily)
Panama City, Panama
Paramaribo, Surinam
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Peking, China
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Port Moresby, Papua New Guinea
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Prague, Czechoslovakia
Pretoria, South Africa

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St Louis, United States
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Stuttgart, Germany
Suva, Fiji
Sydney, Australia

Tananarive, Madagascar
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Toronto, Canada
Tórshavn, Faroe Islands (Denmark)
Tripoli, Libyan Arab Jamahiriya, The Popular Socialist
Tunis, Tunisia
Turin, Italy

Ulan Bator, Mongolia

Vancouver, Canada
Venice, Italy
Victoria, Seychelles
Vienna, Austria
Vientiane, Laos
Vigo, Spain

Warsaw, Poland
Washington, United States
Wellington, New Zealand
Winnipeg, Canada

Zagreb, Yugoslavia
Zurich, Switzerland

FSI Export Year awards

Sixteen firms have won Export Year awards from the Federation of Sussex Industries.

Judging was carried out by a specially convened committee of the Export Year Executive of the British Overseas Trade Board.

The awards will be presented by Sir Derek Ezra at the Federation's annual banquet at Hove Town Hall on Friday, 25 November.

Nora Potter, director general of the federation said, 'The interest shown has been so considerable and the awards such a success we are now proposing to make this an annual event.'

APV-Paramount Ltd, Manor Royal, Crawley, Sussex	Steelfounders and engineers
Amanda Jane Ltd, Halfway Bridge, Petworth, Sussex	Toy manufacturers
British Overseas and Export Trading Ltd, 25 Gloucester Place, Brighton, Sussex	Exporters of food and pharmaceuticals
Control and Readout Ltd, Timberlane Trading Estate, Decoy Road, Dominion Way, Worthing, West Sussex	Manufacturers of electronic control equipment
Ewbank and Partners Ltd, Prudential House, North Street, Brighton, Sussex	Consulting engineers and project managers
King's Barn Exports Ltd, 56a High Street, Steyning, Sussex	Exporters and packers of food products
Mayhew Foods Ltd, Uckfield, Sussex	Producers of cooked chicken products
Merrydown Wine Co Ltd, Horam Manor, Horam, Heathfield, Sussex	Manufacturers of country wines, cider vinegar and honegar
Millbank Electronics Group Ltd, Bellbrook Industrial Estate, Uckfield, Sussex	Electronics for sound systems and equipment
Overseas Chemical Export Co Ltd, 17 The Broadway, Crawley, Sussex	Confirming house
Racal-Zonal Ltd, Holmethorpe Avenue, Holmethorpe Estate, Redhill, Surrey	Computer, instrumentation and audio-tape manufacturers; magnetic sound recording films
Richard H. Page and Associates Ltd, International Cargo Centre, Bishopstone Lane, Goddards Green, Hassocks, Sussex	Export merchants
R. F. Saywell Ltd, Shoreham Airport, Shoreham-by-Sea, Sussex	Aeronautical engineers
The Singer Company (UK) Ltd, Link-Miles Division, Churchill Industrial Estate, Lancing, Sussex	Manufacturers of simulators
Stainless Steel Pumps Ltd, Birch Road, Lottbridge Drive, Eastbourne, Sussex	Rotary pump manufacturers
Tilbury Plant International Ltd, Reeds Lane, Sayers Common, Hassocks, Sussex	Exporters of new and used construction plant and equipment

Sitpro speaker at Merseyside seminar

A half-day seminar on systematic export documentation is to be presented by Merseyside Chamber of Commerce and Industry on Thursday 11 November at St George's Hotel, Liverpool.

It is intended for shipping and export office managers and their senior staff and will be similar to the course organised by the chamber in January this year.

It will present in detail the aligned series of export documents introduced throughout the UK early in 1977. Sitpro (the Simplification of International Trade Procedures Board) has simplified and redesigned key export forms on a standard layout, enabling a whole range of documents to be completed using ordinary office copiers.

The speaker will be Charles Freebury, director of procedures and documentation at Sitpro, with responsibility for simplifying conventional export/import documentation and procedures.

Further information is available from Mrs R Homolka, Merseyside Chamber of Commerce and Industry, Number One Old Hall Street, Liverpool L3 9HG.

Revision of form C105

Revised form C105 and C105C are being introduced for use in conjunction with the new general import entry form C10 (1977). There are a number of alterations in the text of form C105 which are intended to clarify the declarations given in certificates A and B and the 'For official use' box on both forms has been changed to facilitate the use of new revenue numbering and dating machines.

Copies of the revised forms which are now available from Collectors of Customs and Excise must be used for entries presented on or after 1 November 1977.

British pavilion at Singapore show

A British pavilion is being organised by the British Overseas Trade Board at the Asian international chemical and process engineering and contracting show 'Chemasia' in Singapore from 16-19 January 1979, provided there is sufficient response from industry.

The fair's coverage is wide, products of promise include equipment in the fields of chemical and process engineering, process control and instrumentation, effluent and pollution control, filtration and separation, mixing and dispersion, heat exchange, grinding, pulverisation and size reduction, distillation, evaporation and corrosion prevention.

Singapore's main strength is her success in entrepot trade as well as manufacturing industries and banking. In this rapidly changing situation the lowest price does not always win the order, and delivery date is more important than price.

'Chemasia' will be a venue to promote products ranking highly in UK export performance to Singapore and should provide the opportunity for increasing Britain's market share in them. The closing date for applications is 12 December 1977.

Further details including costs and an application form for space are available from Paul A. Greig, Room 008, Hillgate House, 26 Old Bailey, London EC4H 7HU, tel. 01-248 5757 ext. 7099.

Third world students visit Birmingham

A party of 25 industrial students from the third world visited the regional headquarters of the Department of Industry in Birmingham, and the city's Small Firm's Information Centre on Thursday 13 October.

The students, who came from countries throughout the developing world are destined to be important industrial experts in their own countries in years to come, and are on a special course on the development of small business enterprises in the third world, at Cranfield School of Management in Bedfordshire. While in Birmingham they had detailed discussions with John Thompson, regional director, Department of Industry and Ken Plant, manager of the Small Firm's Information Centre.

Edward Bishop welcomes Soviet delegation

Edward Bishop, Minister of State, Ministry of Agriculture, Fisheries and Food, speaking at a luncheon in London on 11 October in honour of Mr L. N. Yefremov, First Deputy Chairman of the Soviet State Committee for Science and Technology, and leader of the Soviet delegation which visited the UK from 9 to 17 October, said that the delegation would confirm and do much to foster the two countries' common aims.

Mr Bishop explained that the prime purpose of his visit to Moscow last year was the identification of specific areas and projects by which trade and technical co-operation between the UK and the Soviet Union in the agricultural sector could be taken further. Mr Mesyats and the other Soviet ministers he met had shared his view that co-operation must be developed and made more concrete.

The achievements of Soviet agriculture and the progress it continued to make were well known and admired, Mr Bishop continued. The UK had also good reason to be proud of its achievements in the field of agriculture The industry had co-operated fully with the British Agricultural Export Council in the creation of an excellent programme for the Soviet visit and the delegation would see many examples of the progressive farming techniques developed by the agricultural industry in Britain.

Export intelligence – 25 million cards on

With the issue of its twenty-fifth millionth notice card to subscribers this month, the British Overseas Trade Board's Export Intelligence Service has reached an important milestone in its history. In this article, director of BOTB's Export Data Branch, George McMahon, who has been associated with EIS since its inception over seven years ago, looks back at the way the service has been developed over this period and discusses some of the changes which are being introduced to improve still further this service to British industry.

When it came into operation in June 1970, EIS was the first system of its kind in the world. Since then, a number of other countries have paid us the compliment of following suit. But EIS is still the leader in its field.

The service is the main official instrument for informing UK exporters about hard export opportunities and other essential market and economic intelligence. Most of this intelligence is gathered (often exclusively) in the market place by commercial officers in 200 British embassies, high commissions and consulates throughout the world. The information is sent, frequently by telex or cable, direct to EIS whose job it is to get it out to interested exporters with maximum speed.

George McMahon has been associated with EIS since its inception.

The system

How does it work? Very simply, the system is built round a three-point recognition scheme: this is made up, currently, of, 17 different types of intelligence, almost 7000 product and project/service headings, and 165 markets. Subscribers register their special interests (known as their profile) within each of the three categories and the corresponding information is taken on to the computer record in coded form. Each day the incoming intelligence is edited and then coded in the same way and during the night this is also taken onto the computer and run against the subscribers' profiles. In this way we are able to identify which exporter is registered to receive each notice and the information is despatched to him the next day by first-class post.

In order that he may achieve the maximum benefit at the minimum cost it is important that the subscriber's requirements are properly identified and recorded. For this reason it is our normal practice to visit new subscribers in order to help them translate their needs into an appropriate profile.

At the same time we are able to advise the subscriber how to take advantage of the facility which enables him to receive information from a combination of the three categories to meet his particular needs, usually at a reduced cost. He can choose, for example, to have information about, say, buying opportunities from the EEC and confine his requirements for information about potential agents to one or more countries within the group or indeed anywhere in the world. Additionally arrangements can be made to send the same information or different information to different executives.

Although the immediate specific lead is of considerable importance to an exporter we should not overlook the value of the intelligence as a source of information about patterns of demand, prospects and developments overseas as well as being a means of identifying potential and worthwhile customers for the future. Many existing subscribers use it in this way, as we learned in a recent survey which showed that 41 per cent quoted this as one of their reasons for subcribing to the service.

A significant side benefit provided by EIS is that it enables commercial staff abroad to steer their overseas efforts in the light of the declared interests of UK exporters. It also provides a first-rate channel through which the British Overseas Trade Board can reach subscribers – undoubtedly because they are lively and committed exporters – with a higher incidence of reaction than is obtained by any other known method of communication.

A charge of £37.50 for 150 notices over any period is made for the service, although some notices are issued free. This is little more than a nominal fee which covers only a small proportion of total cost. Nonetheless, potential subscribers will want to know whether it is worth the money.

The results

EIS of course cannot win exports. That can only be achieved by the hard work, ingenuity and salesmanship of the people at the sharp end – the exporters. But there is very clear evidence that EIS can help them. A recent survey of a sample of subscribers indicated that of the 2 million and more notice cards issued by EIS each year in respect of hard opportunities, 10 per cent (more than 200 000) were considered to be certain or likely to result in success for UK exporters.

These results are supported by the reports constantly reaching us about individual successes obtained from EIS leads. Recent examples include an order worth £125,000 netted by Hellerman Electric Ltd (a sub-

Information from 100 countries

EIS is a selective, computerised system for disseminating export opportunities and market information from over 100 overseas countries to subscribing British exporters.

- Seventeen different types of information are available covering nearly 7000 product/service headings. Subscribers receive, and pay for, only those items of export intelligence in which they have specified an interest.
- Each year over 50 000 items of intelligence are reported.
- Each item costs only 25p (although some are free).
- 8000 companies and organisations subscribe to EIS.

For more information contact the Export Intelligence Service at Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 430 or 556, or the export section of your nearest Department of Industry regional office, the Scottish Office, the Welsh Office or the Department of Commerce, Northern Ireland.

sidiary of Bowthorpe-Hellerman Ltd); an initial order worth £150,000 obtained by R. C. Johnson International, export marketing consultants and agents, on behalf of a client; business in Iraq amounting to £100,000 captured by Charles Wicksteed and Co Ltd and consultancy services worth about £10,000 obtained by Software Sciences Ltd of Farnborough, Hants.

The smaller exporter should not think that the service is not for him. Orders obtained range in size from hundreds of pounds to millions, and of course many overseas agents seek medium and small UK principals. In addition it is relevant to mention that, if his products or services are specialised and/or his range of export markets limited, his initial subscription could last for some considerable time. It is therefore no idle boast to say that EIS can be of benefit to all, large and small.

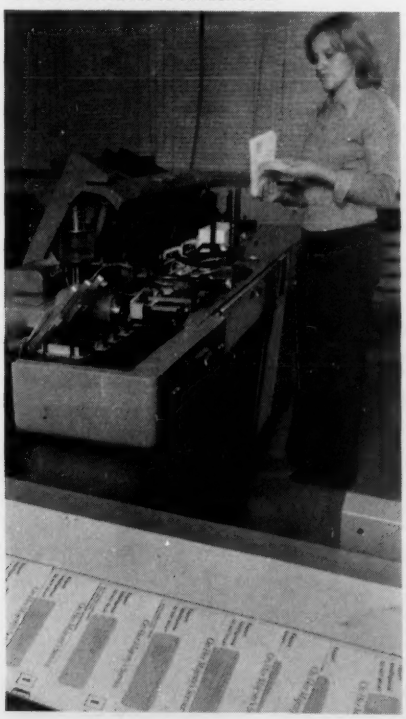
Seven years of growth

The service has not stood still during its seven years of life. A long catalogue of the many changes and improvements would be a bore but a few deserve mention. EIS began with 14 types of intelligence and 5000 product and project/service headings. These have been increased to 17 and almost 7000 respectively – an increase of nearly 70 per cent in the degree of selectivity offered to subscribers. Additionally, despite the global slow-down in economic activity over the last few years, the number of items of intelligence reported by our overseas colleagues has increased from 50 000 annually to 56 000. And, over that period, the number of subscribers has grown from 3500 to 8000.

Despite the increase in the amount of intelligence reported and a more than doubled membership, the average number of notice cards issued per subscriber has fallen from about 500 annually to less than 300. This we regard as a good thing since it indicates, first, that the refinement of the classification has achieved its objective (viz to increase the degree of selectivity offered) and, second, that subscribers are exploiting it well. If confirmation were needed, this is provided by the fact that a number of firms who cancelled their subscriptions in the early days have now rejoined as a result of the major revisions of the classification which have been made.

Part of the EIS data processing room, where coded information from all parts of the world is being punched onto cards.

EIS cards en route to subscribers.



The future

We have no intention of allowing EIS to rest on its laurels and the next seven years will see many more improvements, not least in a continuing revision of the classification and EIS will always welcome suggestions from subscribers. Plans are already in hand to replace the present computerised system with an even more sophisticated one and we shall keep a continuous watch on the possible relevance of new technological developments.

More important however is our continuing effort, and more particularly that of our colleagues overseas, to unearth and report promptly still more lively opportunities for UK firms, and to identify any new types of information that will help further their effort. In this we shall continue to be assisted, as in the past, by our official publicity overseas. Most important of all, however, is the response by EIS subscribers to the notices – many overseas firms come back to British commercial officers time and again with further inquiries because they have received such a good response on a previous occasion.

EIS is not of course the answer to all of an exporter's problems nor indeed would we pretend that it is the only source of valuable overseas market information. But it is undoubtedly the most rapid, comprehensive and selective source of relevant intelligence, much of it exclusive to UK exporters, and can be of invaluable help to them. The British Overseas Trade Board is anxious to make it available to all UK firms who can benefit from it and to this end it is provided at a subsidised price. EIS is at your service. Why not make sure it works for you?

You need to keep ahead

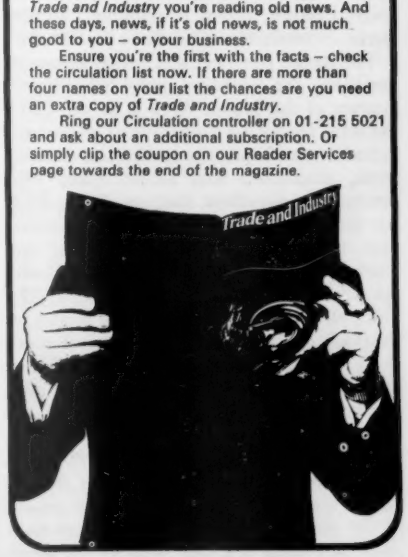
If you are in business you need to know the facts.

Every Friday, *Trade and Industry* brings you up-to-date information. It can help you keep ahead.

If you're not reading the current copy of *Trade and Industry* you're reading old news. And these days, news, if it's old news, is not much good to you – or your business.

Ensure you're the first with the facts – check the circulation list now. If there are more than four names on your list the chances are you need an extra copy of *Trade and Industry*.

Ring our Circulation controller on 01-215 5021 and ask about an additional subscription. Or simply clip the coupon on our Reader Services page towards the end of the magazine.



MARKET REPORT: SOUTH-EAST FRANCE

Potential market of 27 million

Continuing our series of regional market reports on France, Charles Jardine, consul (commercial) in Lyons, examines the commercial and investment opportunities in the Auvergne, Burgundy and Rhône-Alpes regions, which make up the Lyons consular district and which lie at the heart of a potential market of 27 million people.

Nearly one-fifth of the French – and almost one-fifth of France – are contained in the Auvergne, Burgundy and Rhône-Alpes régions. Geographically, the district includes much of the well-known mountain regions of the Massif Central and the Alpes and is divided by the valley of the River Rhône which historically has played such an important part in communications here. Economically, the three régions make an important contribution to the nation – in 1976, for example, their exports exceeded their imports by some Fr10,000 million (approximately £1,200 million). And, academically, the district is rich in research establishments catering for the needs of many fields including medicine, textiles and nuclear energy.

Industrial background

Many leading national and multinational companies have established manufacturing units in the Lyons consular district. A short list would have to include Berliet, Caterpillar, Chrysler, Pechiney-Ugine-Kuhlman, Rhône-Poulenc (textiles and chemicals), Creusot-Loire, Crouzet, Elliott Automation, Merlin-Gerin, Hoover, Michelin, Black and Decker.

The metal, chemical and textile industries dominate the economy here. About one-quarter of the labour force is in the metal industry, producing a wide range of products including the important special and stainless steels, aluminium and alloys. Many first-processing operations such as hammering, bar-turning and copper smithing for metals of high intrinsic value are also carried out. There is a noteworthy mechanical industry activity in machine tools, buses and trucks, and public works equipment. Nor should we overlook the production of electrical goods from giant turbines to household appliances, electronic measuring and control apparatus, and items required for all sectors of the nuclear industry.

One in 10 of the work force is employed in the chemical field. Development of this industry was greatly stimulated by the growth of the powerful Feyzin petro-chemical complex (just south of Lyons) with its two steam cracking units. Manufacture of almost a full range of mineral, organic and parachemicals is well developed, as well as more exotic items such as aromatic oils, phytosanitary and pharmaceutical products, paints and varnishes.

Notable among other industries are rubber, especially in Clermont Ferrand and Montluçon, plastics (Oyonnax), footwear (Romans), paper (Grenoble), leisure wear and wintersports equipment (anything from ski-lifts to ski boots), and jewellery and sub-contracting work especially for the motor industry (Saint-Etienne).

Almost a sixth of the labour force is engaged in the textile industry. This traditional sector's capacities include weaving and knitting fabrics (man-made fibres, cotton and wool) lingerie, hosiery, ready-made clothes and voile.

Another sixth is accounted for by agriculture. The main agricultural products are milk, beef and mutton, poultry and fruits. These sustain an active food-processing industry and the area is well-known for its cheeses (Bleu and Ementhal in particular) and its even more famous wines from Burgundy, Beaujolais and Côtes du Rhône. Lyons enjoys an enviable reputation as the second centre in France, after Paris, for the wholesale marketing and distribution of edibles (fruit and vegetables).

After Paris, the Rhône-Alpes region is the leading area in the research field, with about a quarter of all research workers in France engaged in well over 230 university laboratories, as well as official and private research centres. On the 'official' side it enjoys international renown, especially in the medical field – with the WHO international agency for research on cancer and 12 units of French government medical research in Lyons – and in nuclear research – with Institut Laue Langevin and Centre d'Etudes Nucleaires, both in Grenoble, and the European organisation for nuclear research (Cern) on the Swiss border near Geneva.

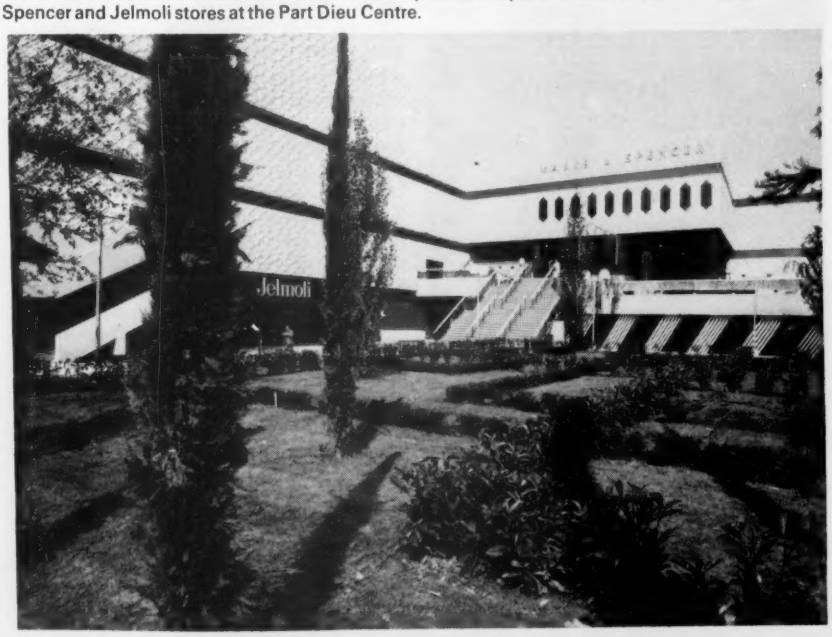
High calibre centres of industrial research are also located here, while many firms have their own research laboratories (see box opposite).

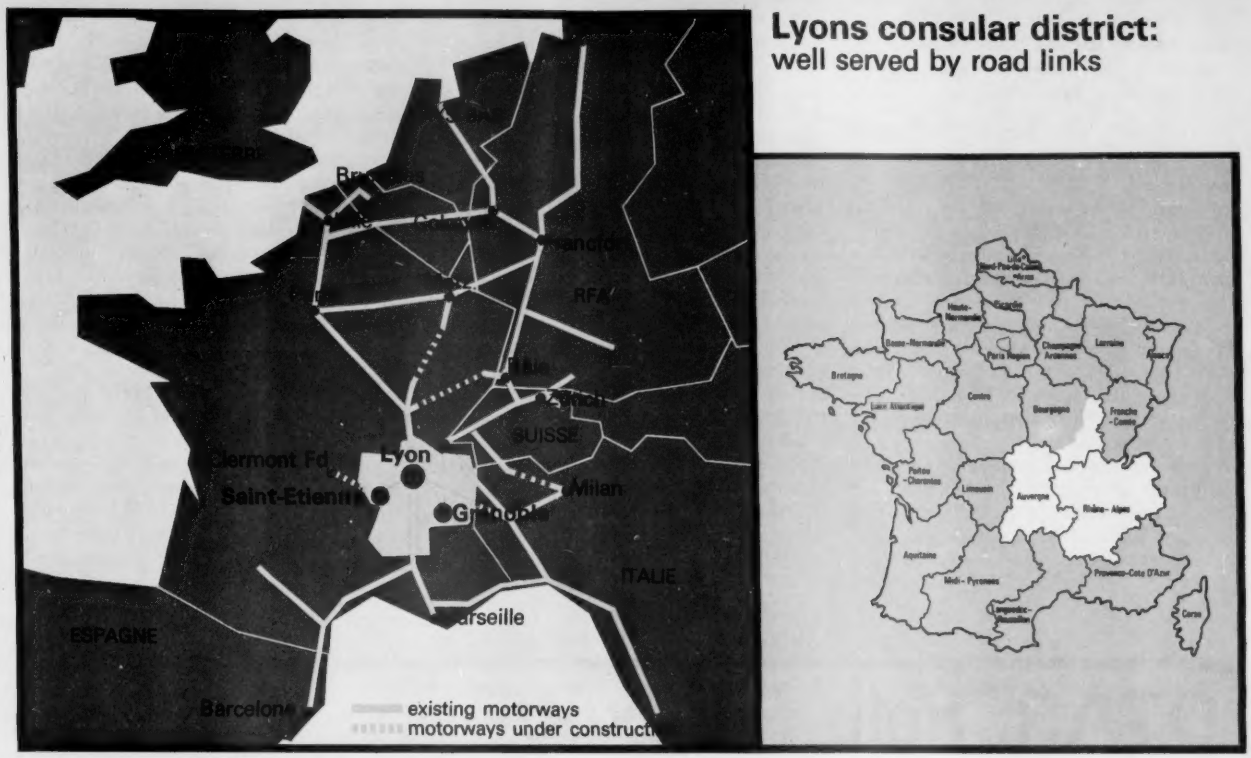
Location and communications

The district lies at the centre of a potential market of 27 million people between Turin, Basle and the Massif Central. This area is already well-served by road, rail and air links but work is in hand to make these even better, quicker and more frequent.

Roads: Plans have been approved to extend the existing motorway network. At present the district is served by the Paris/Dijon/Beaune/Lyons/Marseilles A6 and A7 motor-

Branches of international chain stores have already come to Lyons : a view of the Marks and Spencer and Jelmoli stores at the Part Dieu Centre.





Lyons consular district:
well served by road links

ways, plus those linking Saint-Etienne, Grenoble and Chambery with Lyons, and the Autoroute Blanche from Geneva to the Mont Blanc tunnel. The extension plans approved will eventually provide a fast link Paris/Clermont Ferrand/Saint-Etienne; Lyons, Pont d'Ain/Geneva; Macon/Bourg to Pont d'Ain (and thence to Geneva); Beaune/Mulhouse; Grenoble/Chambery/Geneva. The Mont Frejus Tunnel (to open in 1979) will provide a second fast route into northern Italy.

Rail: At the moment the emphasis is on more frequent and more comfortable trains. Construction work started this year on a new Paris/Lyons railway line for the future high speed train (TGV) which, in October 1983, will reduce the journey time from nearly four to two hours. The first section is due to operate from Lyons to Saint Florentin (near Dijon) in October 1981.

Air: Lyons Airport – Satolas – provides international facilities rivalled only by the Paris airports. It has an annual capacity of 3 million passengers and offers direct flights to many destinations. Air France and British Airways at present maintain a direct service London/Lyons each day and they have agreed to double this frequency from April 1978. Travelling time is less than one-and-half hours. Other cities with services from Britain are Clermont Ferrand and Dijon, and convenient journeys can be made to Saint-Etienne and Grenoble via Paris.

Waterways: The project to link the Rhine and Rhône waterways by a canal between Auxonne, south-east of Dijon to Mulhouse, is expected to be completed by 1981. This will allow pushed convoys of 3000 tonnes to ply between FOS (near Marseilles) to Rotterdam. The enlargement of the waterway south of Lyons to international standards will be completed by mid-1978.

Foreign trade

The Lyons consular district is a net exporter. Last year it accounted for just over 14 per cent of French exports as against just under 9 per cent of imports.

As one would expect its leading trading partners are Italy, West Germany and Switzerland. Great Britain is the district's sixth overseas market and is its eighth supplier. Main items supplied from Britain are heavy machinery, chemicals, raw materials and semi-finished products, valued approximately £203 million (4.5 per cent of total exports).

Possibilities for British exporters

Serious British businessmen are very welcome and can be assured of a fair hearing. A growing number of inquiries has been received by the consulate-general from French companies and organisations seeking suppliers. Such inquiries are passed back to the Export Intelligence Service in London. What is required is some form of assurance with regard to delivery, technical back-up facilities and regular visits to the local area representative of British suppliers. Prices, although always important, are not the decisive factor in securing business.

Many local customers prefer a UK supplier to be represented locally, either by a subsidiary or associate company, and almost 80 UK companies have made such arrangements. However customers wishing to buy industrial capital goods tend to go direct to the overseas supplier in first instance. It is worth noting that many large United States companies have set up operations in the Dijon, Grenoble and Lyons areas to cover not only France but other parts of Europe.

Expenditure on pollution control equipment is expected to grow as the control legislation is applied more firmly. The larger companies – Puk and Rhône-Poulenc, for example – already have established research facilities and have started to introduce some equipment. Emphasis on 'la qualité de la vie' will ensure that much more action will be taken.

It is also expected that when there is an upturn in the world economy many companies will need to replace existing machinery and plant if they wish to stay competitive. The district will continue to be an important area of production of special steels, but production of other iron and steel is expected to decrease. Activity however will continue at a high rate in the completion of the nuclear power generation programme, which includes the five stages of the Bugey station, the Creys Malville fast-

Industrial research centres . . .

Saint-Etienne
Mechanical industries

Lyons
Leather, silks, textiles, dyeing and cleaning, paints and varnishes

Grenoble
Paper, cardboard and cellulose

Cluse
Bar-turning technology

. . . and research laboratories

Chemistry
Institut Francais du Petrole, Elf Aquitaine, Puk

Biology
Institut Merieux (one of its products is anti-rabies vaccine)

Pharmacy
Sarbach, Boiron

Electrical and electronics
Crouzet, Delle Alsthom, Merlin Gerin

Motor vehicles
Berliet (now part of the Renault Véhicules Industriels)

Hydraulics
Sogreah

Rubber
Michelin

breeder reactor, the Eurodif uranium enriching plant at Pierrelatte and the other power station planned on the Cruas and Saint Maurice l'Exil sites in the Rhône Valley.

Investment

Investment in the district has been at a low level for more than a year for several reasons. The effects of the general world economic down-turn were felt later in this district of France than elsewhere. While there has been an improvement in most sectors of industry there is still spare production capacity often in the region of 15 per cent. Until this spare capacity is filled companies have little incentive to purchase new equipment except for replacement reasons.

Another factor also hindering investment plans is the uncertainty over the elections to be held next March. The left-wing parties have announced fairly detailed plans for nationalisation of the main motors of French industry. This has lead to a definite 'wait and see' attitude by some industry leaders.

Labour

The labour force in the district is over 2 million, many of whom are under 30 years-of-age. Of the 70-75 000 unemployed, many are young people recently out of school or those over 55. On the other hand, some industries, such as the bar-turning and the plastics industry are finding it very difficult to find skilled machine operators and technicians.

The region's development bodies are anxious to encourage new companies especially from overseas, to set up operations in the district. To this end they have encouraged the development of new towns and industrial zones in attractive and easily accessible areas.

There is no doubt that the district is worthy of very close examination, should UK companies contemplate setting up in France. Properties are cheaper to buy or to rent, easily accessible to main cities like Dijon, Lyons, or Grenoble, and to a market population of 27 million. Transportation costs can be cheaper and the banking and other financial services available from French and overseas banks and groups make the present-day Lyons area far less dependent on Paris. Cities and towns like Lyons, Dijon, Clermont Ferrand and Grenoble, also provide suitable vehicles for 'pilot' business activity at a cost noticeably lower than in the metropolitan region. In the consumer retailing field, branches of international chain stores have already come to Lyons – Marks and Spencer, Jelmoli, C & A, for example.

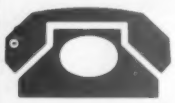
A criticism often heard of British businessmen in this area is that too few come here (and the suspicion is that most do not venture beyond Paris). This may not be entirely true but both French firms in our district and the commercial staff at the consulate-general would be pleased to see and assist more British visitors to this part of France.

OTAR: help for exporters

Overseas Tariffs and Regulations Section (OTAR), Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 can give you directly, or through your regional office, up-to-date information on the tariffs and customs regulations of overseas countries, import licensing regulations and restrictions including import quotas; certificate of origin; consular invoices and fees; labelling and marking requirements; foodstuffs, drugs and pharmaceuticals, agency legislation, setting up of a subsidiary company and the imports of samples. It also provides information, in collaboration with the Ministry of Agriculture, Fisheries and Food, on health regulations for livestock, meat, animal products and plants and seeds. In short, OTAR can help on almost all legislation which affects the entry of British goods into overseas countries.

Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section on 01-248 5757 extension 452 or 454.

For information on specific countries, phone the number and extension given below



01-248 5757

extension

Sub-section A
1 Co-ordination of EEC regulations requirements and common customs tariff (CCT)
Denmark, France incl. overseas territories, Greece, Turkey, Cyprus

408 EEC legislation on tariff and non-tariff barriers relative to community trade
7174 EEC common agricultural policy – aspects affecting exports. Denmark (incl. Faroe Islands and Greenland)
423 France and French overseas departments, French overseas territories
439 Greece (incl. Dodecanese Islands), Turkey, Cyprus

2 Benelux, Dutch overseas territories, Irish Republic, Italy, Federal Republic of Germany

288 Belgium, Luxembourg, Netherlands, Netherlands Antilles, Aruba, Bonaire, Caracas, St Eustatius, St Martin (Dutch), Saba, Surinam,
466 Italy, Irish Republic
467 Federal Republic of Germany

Sub-section B
Efta countries, Spain, Gibraltar, Malta, Israel, Eastern Bloc, China, Mongolia, Yugoslavia, Macao

458 Israel, Norway, Gibraltar, Malta
459 Austria, Sweden, Switzerland
460 Portugal, Finland, Iceland, Macao, Albania, Bulgaria, Czechoslovakia, German Democratic Republic, Hungary, Poland, Romania, USSR, China, Mongolia, Yugoslavia
461 Spain, Canary Islands, Andorra

Sub-section C
1 North America, Bahamas, Bermuda, West Indies

455 Canada
456 USA (incl. Alaska, Caroline Islands, Guam, Hawaii, Mariana Islands, Marshall Islands, Panama Canal Zone, Puerto Rico, Samoa (US), Virgin Islands (US), Wake Island)
7312 Anguilla, Antigua, Bahamas, Barbados, Belize, Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St Kitts/Nevis, St Lucia, St Vincent, Trinidad and Tobago, Turks and Caicos Islands

2 South and Central America

474 Argentina, British Antarctica Territories and Antarctica, Cuba, Dominican Republic, Falkland Islands, Haiti, Paraguay, Uruguay, Bolivia, Chile, Colombia, Ecuador, Peru, Venezuela
476 Brazil, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama

Sub-section D
Africa

462 Algeria, Libya, Morocco, Tunisia
471 Angola, Egypt, Mozambique, Mauritius, Rwanda, Seychelles, South Africa (with S.W. Africa, Lesotho, Swaziland and Botswana), Somalia, Sudan St Helena and Tristan da Cunha and Ascension Islands, British Indian Ocean Territory
472 Burundi, Cameroon, Cape Verde, Central African Empire, Ceuta and Melilla, Chad, Congo (Brazzaville), Madagascar; Equatorial Guinea, Ethiopia, Benin, Gabon, Ivory Coast, Guinea, Guinea-Bissau, Kenya, Uganda, Tanzania, Mali, Mauritania, Niger, Senegal, Sao Tome/Principe, Togo, Upper Volta, Western Sahara, Zaire
473 The Gambia, Ghana, Jibuti, Liberia, Malawi, Nigeria, Rhodesia, Sierra Leone, Zambia

Sub-section E
Australasia and South East Asia

401 New Zealand, Singapore, Thailand, W. Samoa, Chatham Islands, Cook Islands, Niue Islands, Tokelau Islands
468 Australia, Solomon Islands, Cocos (Keeling) Islands, Christmas Islands (Indian Ocean), Nauru, New Hebrides, Papua New Guinea, Philippines
469 Brunei, Fiji, Hong Kong, Indonesia, Malaysia, Tonga, Gilbert Islands (includes Ocean Islands, Phoenix Islands, Line Islands), Tuvalu, Norfolk Island, Pitcairn Island

Sub-section F
Middle East (Part) and Asia (Part)

420 Afghanistan, Bangladesh, Burma, India, Nepal, Pakistan, Japan, Korea Democratic Peoples Republic, Korea Republic of, Sri Lanka, Taiwan, Yemen Arab Republic, Yemen Peoples Democratic Republic
475 Iraq, Jordan, Kampuchea (formerly Cambodia), Kuwait, Laos, Lebanon, Vietnam Socialist Republic of, Bahrain, Iran, Oman, Qatar, Saudi Arabia, Syria, United Arab Emirates

Overseas trade exhibitions

Interkama: a meeting point for experts

From J W Spies, British consulate-general, Düsseldorf

In the two decades of its existence the international congress with exhibition for instrumentation and automation (Interkama) has developed into the world's largest and most important fair of its kind. The seventh Interkama was held at Düsseldorf from 6 to 12 October.

Due to a rather cautious approach to new investment on the part of customers, the control and measuring industry has been going through a difficult phase. While growth in production during the 1960s was 13 per cent, the last few years have seen a decline of 6-7 per cent and the outlook for the future is not considered to be particularly encouraging. The major user industries have shown little inclination to new investments. There is also some uncertainty about the immediate future of the energy industry, which is an important customer.

Increase in visitors

Under these circumstances, it was encouraging that Interkama '77 attracted 100 000 visitors, 10 per cent more than in 1974. The main reason for this increase in the number of visitors, 27 per cent of whom came from outside Germany, is that potential users see Interkama as an ideal place where investment decisions can be prepared or confirmed in an increasingly technically complicated field. It is therefore not surprising that according to a survey carried out on behalf of the organisers 82 per cent of the 975 exhibitors from 34 different countries were satisfied with the results achieved. It is equally significant that 45 per cent of the visitors were at managerial level.

With 38 companies, Great Britain sent the largest foreign contingent. Other countries strongly represented were Switzerland, France and the USA, and with 738 firms, German industry was out in full force. The above figures include 39 research institutes exhibiting in hall 6.

Professional calibre of contacts

Of the British participants, 26 firms exhibited on a joint-venture stand under the auspices of the Scientific Instruments Manufacturers' Association (Sima) and sponsored by the BOTB. The products on show ranged from casings, control valves and panel meters to micro-controllers, radiation measuring equipment and process-control equipment. The stands were in hall 8 and were well frequented. Most of the British exhibitors were very satisfied with the inquiries received and with the high professional calibre of the contacts made.

The trend to further automation was evident in spite of the present investment climate. It was thought that the structural changes from electro-mechanical to electronic devices would continue for some time. Discussions amongst the experts and laymen centred around the micro-processor and its applications, many of which have yet to be exploited.

For instruments and equipment new applications appear to have merged. One of the joint-venture exhibitors, the firm of Churchill Instruments and Co, received an inquiry for two of its freeze driers, normally used in laboratories for the pre-freezing of biological samples. The inquirer, who was involved in the construction of a palace for a Middle-Eastern potentate, insisted on equipment with a digital read-out. Asked what it would be used for, he explained that he thought these deep freezers would be ideal for the rapid chilling of champagne.

The next Interkama will take place from 9 to 15 October next year.

Elegant design and quality admired at Meuropam

Meuropam, the international furniture salon held in Lyons from 1 to 4 October, was a good show for the British exhibitors all of whom declared their intention to continue marketing in France, and to return to next year's show.

Meuropam has been held in Lyons annually since 1960. A section devoted to furnishings and furniture trade equipment was added in 1962 under the name of Pro-Meuropam, and last year the exhibition expanded further with a large section called Meurocuisine for kitchen furniture. The salon covered an overall area of 70 000 m² in part of the Lyons fair premises.

This year, there were 895 exhibitors of whom 260 were from outside France. Twenty-four foreign countries were present with Belgium, Federal Germany and Italy as usual strongly represented. There were 24 400 trade visitors from 50 countries.

The British participation occupied three complete galleries, with 30 furniture manufacturers taking part in the joint venture sponsored by the British Overseas Trade Board under the auspices of the British Furniture Manufacturers' Association. A few other British manufacturers exhibited independently including four British firms in the kitchen furniture section. The attractive lay-out of the British galleries designed by the technical services of BOTB was highly praised.

British manufacturers are particularly known in France for their reproduction furniture. The elegant design and quality workmanship is widely admired. Reproduction dining room suites and bookcases were in evidence on many of the British stands, together with comfortable armchairs upholstered in leather and fabrics. Some outstanding items were made of yew, a wood

One of the 38 companies which made Great Britain's the largest foreign contingent at Interkama this month.

which is very little employed in France. There was also some modern furniture.

Most of the British firms present reported satisfactory results. The prevailing rate of exchange was no doubt a helpful factor. There were several newcomers in this year's joint venture. The majority of these reported useful contacts. Others found the show useful as a means of getting to know the French market. One or two admitted, however, that they should, perhaps, have been more thorough when doing their homework prior to the exhibition. Some other British firms are regular exhibitors in the Meuropam joint venture – these are convinced of the value of the salon and continue to do good business.

Food and beverages fair in Brussels residence

From British embassy, Brussels

On Monday, 10 October, the residence of the British ambassador to Belgium, Sir David Muirhead, became the busy centre of a display of high-class British groceries. The ambassador believes that the embassy, built towards the end of the 18th century in the fashionable rue Ducale, is the British trade centre for Belgium and should serve not only for the entertainment of important guests, but also for the promotion of British exports. So it came about that the period furniture and furnishings of the ground floor had given way to a 'British food and beverages sample show'.

The participants were mostly Belgian agents representing their United Kingdom principals, although a number of British manufacturers participated directly. Thirty stands displayed the products of some 60 manufacturers of a wide range of high quality processed foods, confectionery and beverages. Every available nook and cranny of the ground floor was used, and on entering the house visitors were greeted with the unusual sight of a large frozen food cabinet – brought in specially to display the refrigerated products of two participants.

Regular growth

British exports to Belgium of the products featured have shown steady but regular growth in recent years: in 1976 exports of fresh and processed food to Belgium and Luxembourg totalled almost £55 million, whilst sales of beverages earned no less than £19 million; both totals registered an increase in value of more than 20 per cent over those of the previous year. During the first seven months of this year the respective totals were £38 million and £12 million. This growing demand reflects a growing consumption of 'convenience' foods, and the increasing popularity of British food products generally. In particular, the Belgian tourist invasion of Britain, taking advantage of the relative cheapness of the British market, has given the Belgian consumer a much greater awareness of British foodstuffs, of their price and of their quality.

In Belgium, as in most other countries, store commodity buyers are extremely busy and notoriously blasé: many importers have difficulty in seeing them. Something extra was required to persuade them to visit the show. The prestige and the novelty of a food show in the residence did the trick. The show was organised in close consultation with the participants themselves. Some 200 buyers were invited to the morning and afternoon sessions, and a great many of them came. Two bars, serving British beverages, were open throughout the day, so exhibitors were able to discuss business with buyers over a drink, in congenial surroundings.

The evening session, attended by some 250 guests, was rather different, although still essentially commercial, this was attended by the purchasing managers and chairmen of some of Belgium's leading retailing organisations, including department stores, hoteliers and, naturally, representatives of the press.

Aperitifs were served in the exhibition area before guests moved upstairs for a sumptuous cold buffet supper, the menu for which consisted essentially of dishes prepared from the specialities displayed. Thus, during the course of the day, participants were able to meet representatives at all levels of buyers for Belgium's important retail distribution chains.

Although, as with any first-time event, there were lessons to be learned for the future, the results were very satisfactory. Perhaps the most encouraging feature of all was the eagerness of exhibitors – Belgian and British alike – to participate in any similar embassy show which may be organised in the future. Two leading Brusesls hotels have expressed their intention of mounting similar exhibitions during the coming months.

Standing of British toys reaffirmed in Japan

From A. G. Julian, British embassy, Tokyo

Seventeen British exhibitors made up the largest foreign group showing at Japan's first international toy fair, held at the Harumi exhibition grounds from 5 to 7 October.

Tom Cassidy of Cassidy Brothers Ltd, the group leader, said that participation as a strong group under the auspices of British Toy Fairs (International), supported by BOTB, was well worthwhile.

More than 15 000 trade visitors attended the exhibition and a great deal of interest was shown in the British exhibits. Some substantial orders were taken and future prospects should be good.

Active Japanese market

In a large and active Jananese market British toys have a good reputation for design and safety, but it is necessary for the British exporter to exhibit in Japan as the local industry is well organised and imports from Hong Kong, Korea, and Taiwan have also increased their market share in recent years. That our exhibitors have successfully met this challenge is proven by their declared intention to show again in Japan.

Mr H Matsunaga, vice minister of Miti, and Mr Y Kishi, chairman of the Japan International Toy Fair Association, try out Haddon Rockers at the international toy fair.

The British exhibitors covered a very wide range of toys and games. Britains Ltd's farm animals and metal and plastic toys have been well established in the Japanese market as have also JNT Models' flying model aircraft, Lone Star Products Ltd's diecast and wooden toys, and Mettoy Playcraft's models, shooting games and kits.

Cassidy Brothers Ltd showed a range of high quality mechanical and other plastic toys and Morris Vulcan Ltd their range of roller skates, skateboards, and junior sporting goods.

Soft toys

Palitoy Ltd produced a wide range of dolls and general toys, and soft toys were displayed by Alresford Crafts Ltd and Deans Childsplay Toys. Deans cloth books also received a number of interested inquiries.

Whittlecraft showed its specialised range of adult games and traditional board games, Subbutec Sports an interesting table soccer game, Waddington House of Games its games, jigsaw puzzles and creative pastimes, and Turner Research Ltd a wide selection of crafts, hobbies and boxed games.

Haddon Rockers Ltd broke new ground in successfully introducing quality traditional rocking horses to the Japanese market. Visitors were fascinated with Malins (Engineers) 'Mamod' range of working model steam engines and intrigued with Newfeld Ltd Bendy toys.

There can be little doubt that the strong presence and wide range of products shown by the British exhibitors has done much to reaffirm the standing of British toys in the Japanese market.

Record attendance at Swedish catering fair

From Ronald F. G. Taylor, British consulate, Malmö

Opened in grand style by Prince Bertil of Sweden the eighth international hotel catering and restaurant fair, Resta VIII was arranged by the Swedish Hotels and Restaurants Association in collaboration with the Scania Trade Fair Foundation and held at the Malmö exhibition halls from 11 to 14 October.

This exhibition, which is held every second year, is for the trade only and this time a record attendance of about 16 000 visitors was noted. Seventeen British firms participated in the joint venture (also a record for this event), sponsored by the London Chamber of Commerce and Industry under the auspices of the British Overseas Trade Board. Their products covered a very wide range, including all kinds of catering equipment: hotel tableware; cash registers; disposable cups and containers; discotheque equipment; disposable wrapping products; tea; vending machines; visual rotary ovens and fryers; decorative candlelamps; pizza makers; floor maintenance equipment and commercial refrigerators and freezers.

The exhibition is still the largest of its kind in Scandinavia and visitors were attracted from all the Nordic countries and many other parts of Europe. It was extremely well planned and the quality of the exhibits and the design of the stands were of high standard. A very comprehensive range of foods, wines, spirits and beverages, catering equipment, fittings and furnishings of all kinds was on show. More than 450 firms from countries all over the world were represented many of them grouped together on agents' stands, but the UK, West Germany, the Netherlands and Israel were the countries with collective exhibits – and the UK group was by far the largest.

The exhibitors in our joint-venture group were without exception pleased with the results. In many cases on-the-spot sales were made and orders taken. Companies who were looking for agents reported a lot of interest shown in their products and had every hope that agreements would soon be reached.

There is no doubt that the trade continues to attach great importance to this biennial event and many of the exhibitors had already informed the organisers on the closing day that they would most certainly be back again in 1979.

'T & I' subscriptions and sales

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Sweden proves an excellent market for technical products

From R. A. Cambridge, British embassy, Stockholm

A record number of 68 465 visitors attended this year's international technical fair in Stockholm which ran for seven days from 6 to 12 October. This is the largest exhibition of its kind in Sweden and it attracted considerable overseas participation including national groups from Britain, India, Poland, Romania, West Germany and the Soviet Union. In all, over 850 firms from 26 countries were represented by 401 exhibitors whose stands covered a net area of 14 800 m².

British industry, presenting its products in a major market, was well represented by 102 manufacturers displaying their machinery equipment and processes, either on their own or their agent's stands. Thirteen British companies took part in the joint venture which was again co-sponsored by the Engineering Industries Association and the British Overseas Trade Board. The members of the group were particularly pleased with the design and prime position of the stand, situated in the main exhibition hall.

Some exhibitors felt that the exhibition was of too general a nature. These misgivings however were soon dispelled and the success of the fair was confirmed not only by its obvious popularity reflected by the attendance figures but also later by the number and quality of the inquiries received by the British exhibitors and their agents.

The representative of Hydrovane Compressor Co Ltd, described results as 'exceptionally good'; an opinion shared by many. W. J. Reynolds Ltd were equally pleased as their Swedish agents accepted numerous orders. They are confident that as a result of exhibiting their turnover in the Swedish market in 1978 will increase substantially. Of the other participants, British Jeffrey Diamond Ltd, Columbus Dixon Ltd, Consolidated Pneumatic Tool Co Ltd, Epco Ltd, Lansing Bagnall Ltd, Martonair Ltd, Monmore Tubes Ltd, Plastic Dig Mouldings Ltd, Record Ridgeway Tools Ltd, SE Labs (EMI) Ltd and Tangye Ltd all reported having received serious inquiries with potential orders estimated at £1.75 million.

Initial results confirm quite clearly that, despite a downturn in the Swedish economy and the devaluation over the last 12 months of the krona by effectively 12 per cent against the currencies of Sweden's principal trading partners, Sweden remains an excellent market for British manufacturers of technical products and equipment.

The Engineering Industries Association are now considering participation in the technical fair next year. The fair authorities plan to devote 3500 m² net next year to a special section for machine tools. One of the most promising product sectors for British industry in Sweden. This, it is felt, will make this an even more important European exhibition.

Remploy ventures into the European community

From G. Rogers, British consulate-general, Düsseldorf.

Remploy Ltd arranged a two-day exhibition of the company's wide range of consumer and technical products in Dortmund on 4 and 5 October, resulting in an encouraging number of serious inquiries and overall interest from German buyers. The exhibition was supported by Dula Dustmann of Dortmund, the well-known German shop-fitting company, and the British embassy in Bonn and British consulate-general in Düsseldorf. The exhibition, held in the excellent modern Dula showrooms, was opened by the British ambassador, Sir Oliver Wright, in the presence of the Mayor of Dortmund.

The products were displayed on stands covering an area of some 300 m², the commodities were divided into groups: domestic and contract furniture, shelving, bedding, men's, women's and children's knitwear, protective clothing, leather and travel goods, orthopaedic appliances, packaging materials and book-binding. During the first day business was surprisingly brisk and about 80 important West German buyers inspected the range of products offered. The second day also produced a good number of potential buyers. The exhibition itself was aimed at the multi-store chains and the larger department stores. Both Remploy and the organisational supporters, were pleased with the quality of the inquiries. On the knitwear side, the Remploy division received sample orders for 45 000 garments from a large German group of department stores, and sample orders from at least a dozen other sources.

Buyers from Holland and Belgium also showed keen interest in expanding trade with Remploy knitwear in their own markets. The leather goods division received a good number of inquiries and sample orders were placed on the first day, which will, it is hoped, produce substantial orders. The hardware side, represented in the display by wheelbarrows and gardening products, received keen attention from a number of department store buyers, and here, too, good follow-up business is expected. Remploy will also be engaged with inquiries for its furniture and protective clothing divisions.

At the time of the exhibition, Remploy packaging division obtained a contract worth about £100,000 annually with a West German manufacturer of switches for use in domestic appliances.

This was the group's first large-scale venture into the European community, previous displays having centred on Japan and other overseas countries. Remploy, an organisation which employs some 8500 disabled people in

its 87 factories throughout Britain, sells its products on a commercial basis; and in Dortmund a good impact was certainly achieved. It was the first step to penetrate the West German market, and this well-presented exhibition should help to boost the firms' exports to the European community as a whole.

New generation well catered for in Bonn

From the British embassy, Bonn

At the latest bi-annual fair for the child, 19 British firms took part in a BOTB joint venture sponsored once again by the Westminster Chamber of Commerce. In general the expectations of our exhibitors were well satisfied. Andrews Maclaren, one of the British contingent did particularly well and received orders well over £½ million for their Lie-back Buggy. The upper floor of hall 14 was for textiles where UK firms showed a quality range of children's wear and outerwear in classic and modern styles. On the ground floor the UK exhibitors displayed a wide range of products which incorporated high technology design. Items exhibited included prams, pushchairs, toys, nursery equipment and many accessories. The safety, comfort and fashion needs of the new generation were well catered for by British industry.

The exhibition covered 44 000 m² net. Of the total 545 firms present more than 200 of these were foreign. Visitors numbered 9600 (trade only), about 25 per cent of whom were from outside Germany. Foreign exhibitors came mainly from France, Italy, the Netherlands, Japan and Switzerland. The main groups of products on show were outerwear, followed by underwear and textiles, furniture and prams. Children's outerwear is the second healthiest sector of the textile business in Germany after bedding and was up 10 per cent in turnover in comparison to last year. This fair continues to be one of the leaders of its kind and both foreign and German firms considered their participation worthwhile and necessary for further sales promotion.

The next autumn fair for the child and teenager will be held in Cologne, 10 to 12 November next year.

Enlargement for Chicago graphics arts fair

From J. G. Quinn, British consulate-general, Chicago

Graph Expo comes to Chicago every other year, sharing this annual exhibition with New York.

Held at Chicago's McCormick Place, the 1977 graphic arts exposition was some 45 per cent larger than the 1976 New York show and attracted over 300 exhibitors in more than 1500 booths. Over 30 000 trade visitors came to the show, more than 1000 from overseas.

This vastly enlarged exhibition mirrored the surging confidence of America's graphic arts industry which expects a strong and maintained growth pattern for their industry well into the 1980s. Order books are filling up and lead times once again are lengthening. Thus the British joint venture sponsored by the British Overseas Trade Board and the British Printing Machinery Association Ltd could hardly have been more opportune.

There were 11 British companies in the joint venture occupying a group of stands in the well placed 3000 aisle. All were pleased at the position and reported a steady stream of serious inquiries for their products.

Autofeeds London Ltd showed their automatic feeds. Already well known in the market, their feeds were to be seen as original equipment on several presses elsewhere in the show.

Crossfield Electronics Ltd of London were demonstrating, with great success, their range of press controls and their web viewer. Elsewhere, Crossfield caused a sensation with their new electronic compositors on the stand of their American representatives, Rutho Graphics, Division of Sun Chemical Corporation.

Data Presentation of Wheathampstead, exhibiting under the name of their US agent, Facit-Addo Inc, had their document reading aids on display. They reported a satisfactory response. Hobson Designers Ltd of Ilford displayed their range of collation equipment. On the Howarine, Calvert of London stand were their range of adhesives, presses, etc. They were pleased at the response to their products. Howarine has a subsidiary in New York who look after their US sales nationwide.

Monotype International of Salfords, together with their subsidiary, Pictorial Machinery Ltd, exhibited a range of printing machinery and equipment. They were delighted with the response and report firm expressions of interest which should lead to sales of $1 million or more. Monotype is busy establishing a sales office in Chicago to look after their interests here. J. J. Huber Ltd of Colchester are well known in the United States. Their range of pressure sensitive dry wax coating machines were well received and Mr Huber reported many expressions of interest from potential distributors.

Rotaprint Ltd of London's stand was crowded throughout, a testimony to the interest shown in their presses, processors and duplicators and Rotaprint's US subsidiary, Rotaprint Co of Hackensack, NJ is looking forward to strong sales. Socbox Numbering Systems Ltd of Croydon demonstrated their numbering machines. They were overwhelmed with inquiries and received over 300 requests for their distributorship from all parts of the USA. With well over 700 firm expressions of interest in their machinery, Socbox were delighted at their response and expect sales of well over $500,000 in the next year.

Two of Britain's foremost trade magazines, Offset Printing and British Printer were also with the joint venture. Both report much interest and many requests for subscriptions.

This was a most successful joint venture and all of the British team were delighted with the response. All expect to support subsequent joint ventures. Graph Expo is a large and growing show, leading as it does to the major six-yearly show, Print 80, also to be held at McCormick Place. The British Overseas Trade Board and the British Printing Machinery Association have already reserved space at this show and expect a large British contingent.

Highly successful participation at Wiesbaden

From Harry Homann, British consulate-general, Frankfurt

Military electronics defence expo '77 was the second in a new series of specialised exhibitions featuring unclassified military electronics equipment and components which took place in the Rhein-Main Halle at Wiesbaden from 27-29 September. From the outset, it has been evident that the organisers, Kiver Communications SA, (UK branch office, Surbiton, Surrey), who staged its first Mede a year ago, had correctly interpreted the growing interest of manufacturers of this highly specialised equipment in an exhibition of this kind.

This was confirmed by the comparatively high number of both exhibitors and visitors who attended the exhibition and the technical sessions and tutorial courses which took place simultaneously. Whereas last year just over 300 firms exhibited, this time the number had gone up to a total of 440, while the number of visitors had increased from 5220 to 6830 respectively.

Exhibits covered almost the entire spectrum of electronic-based military defence equipment as used by modern defence and security organisations throughout the world. It included, for instance, military communication equipment and systems, night vision systems, radar equipment, range finders, optical instruments, and a vast range of electronic sub-assemblies and components. Practically all of the well-known international manufacturers of such equipment participated in the exhibition which covered a gross area of 7100 m². In addition, several conference rooms of the Rhein-Main Halle were used, in which the various technical sessions and courses were held.

One of the strongest national groups of exhibitors was formed by 69 British firms, of whom 25 participated in a joint venture sponsored by the Electronic Engineering Association, and supported by the British Overseas Trade Board, covering a total area of 320 m². These joint venture firms displayed an impressive range of highly sophisticated defence equipment such as electronic controls and systems, radars, military communication equipment, electronic and optical instruments, as well as parts and components. Although it was the first joint venture at this newly founded exhibition, it was the unanimous view of the British firms that their participation had been highly successful, particularly since mainly expert visitors and buyers attended the event.

The overall success of the exhibition has encouraged the organisers to start early planning of the next event which will be held in Wiesbaden in October next year.

Overseas trade export successes

STC £40 million export order inaugurated

A telephone conversation between King Juan Carlos of Spain and President Perez of Venezuela this month inaugurated a £40 million transatlantic undersea telephone cable system that was completely designed, manufactured and installed by the submarine systems division of Standard Telephones and Cables (STC). It is STC's largest export sale.

Named Columbus, the 3250-nautical mile (6000-km) system can carry 1840 simultaneous telephone conversations. The system has been laid between Camuri, near Caracas in Venezuela and Aguimes in the Spanish Canary Islands. It is Venezuela's first direct cable link with Europe and will supplement its existing satellite circuits and also be used for data and telex traffic.

Columbus is the third transatlantic system to have been entirely designed, manufactured and installed by STC. Other undersea telephone cable systems previously supplied to South America are in operation between Brazil and the Canary Islands and between Venezuela and the Virgin Islands.

Further information: circle 108

Dunlop compound wins good design awards

A medical humidifier incorporating Dunlop components has won the Australian good design award. The humidifier was developed by Watson Victor Ltd, NSW, after the company had come to Dunlop precision rubbers division seeking a special silicone tube attachment.

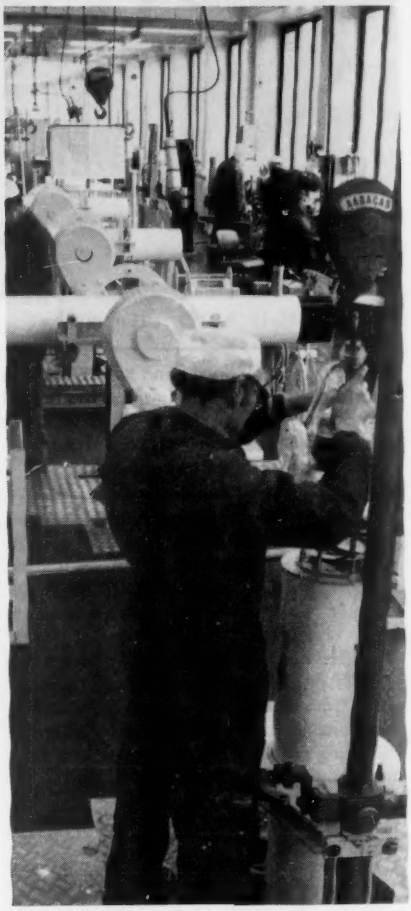
The new Dunlop tube helps to provide an efficient system of passing moist air to a patient undergoing surgery.

Further information: circle 109

Water chillers for Peru

Heat-Frig Ltd, who has recently introduced a range of water chillers for the plastics industry, has won an order in Peru. The company has delivered refrigeration plant specially designed for use in hazardous areas, and it expects this to be the first of a series of export orders.

Further information: circle 110



A submarine repeater, the submerged electronic amplifier that operates on the seabed, undergoing assembly at the submarine systems division clean room facility of Standard Telephones and Cables.

Hunting wins emirates mineral contract

The Ministry of Petroleum and Mineral Resources of the United Arab Emirates has awarded a contract to Hunting Geology and Geophysics Ltd to investigate mineral deposits throughout the emirates.

The contract is valued at almost UAE Dh10 million (£1½ million approximately), and follows an earlier survey by the company of the six northern emirates which resulted in the location of deposits of copper, chromite and industrial minerals.

The investigation techniques will include detailed geological mapping, geochemistry, ground geophysics, drilling, trenching and associated work. Part of the work programme is the investigation of radioactivity in the Al Ain area. The company will also undertake a helicopter-borne geophysical survey using electro-magnetic methods to help delineate known mineralisation and aid in the location of new areas of interest. A significant part of the task will be to prepare a revised geological map series of the whole of the emirates.

Industrial minerals investigations will include the assessment of suitable materials for the development of industries based on gypsum, talc, rock-wool, calcium silicate bricks, and ornamental and building stone.

Further information: circle 111

Largest export order for Bostik

Bostik Ltd, the Leicester-based manufacturer of adhesives, sealants and coatings, has secured its largest single export order.

The order, which is for more than 800 tonnes of roof coatings, will be shipped to the Gulf by one of the company's customers in the UK roofing industry, and includes bitumen products specially formulated for use on roofs exposed to extremes of climate, as well as a quantity of reflective aluminium top coating.

A spokesman for Bostik said 'We are confident that this order is only the beginning of an expansion in our sales of roofing bitumens to the Middle East'.

Delivery will be completed by the end of this year.

Further information: circle 112

Wellman wins another Romanian order

Wellman Selas Ltd, of Manchester, has been celebrating its sixtieth year through 1977 with export orders. Another order from Romania brings the total value of orders won in that country alone since June to approximately £44,000 the company announced this month.

The Bucharest State Trading Company Electronum, has ordered £14,000 worth of combustion equipment, comprising a 'Formingas' unit producing a hydrogen/nitrogen mix and controlled automatically to very close limits, together with a Selas Air-Gas automatic mixing machine for the provision of gaseous fuel to the process heating equipment. 'Formingas' units produced by Wellman Selas are specifically designed to meet the customers' requirements.

Further information: circle 113

Coolag wins contract in Khartoum

A new international exhibition centre at Khartoum being built for Sudan-Expo will have roofboard made in Britain.

An order worth £45,000 for 15 000 m² has

been placed with Coolag Ltd of Glossop, *Derbyshire, by the roofing contractors for the* project, Tarmac Building Products Inter*national. The architects for the scheme, which* consists of a Sudanese pavilion and three international pavilions near the banks of the Nile, are Architect Co-Partnership of Potters Bar, Middlesex. The Coolag roofboard specified for the Khartoum project is a laminate consisting of a core of specially-developed rigid foam faced with bitumen-coated glass fibre. It is designed to be light but strong and not to rot or contaminate.

Further information: circle 114

CEL hydrollers for Sri Lanka

NIS Marketing Ltd, Bristol, has won an £81,000 contract for construction plant for Sri Lanka. Twenty 'CEL Hydrollers' with trailers and spares are being supplied through the Crown Agents for the Ministry of Irrigation of Sri Lanka.

The Mark 4M Hydrollers, made by the Newman Industries Group company Compacting Equipment Manufacturing Ltd, are twin-drum vibrating rollers used to compact roads, trenches and other surfaces. They are part of a substantial order for general construction equipment which will be used on the 'Five Tanks' irrigation project by the Sri Lanka Department of Irrigation. NIS Marketing is also a Newman Industries Group company, and specialises in international marketing for UK engineering companies both within and outside the group.

Further information: circle 115

Goodwin Barsby wins Tanzania order

Goodwin Barsby Ltd has won an order valued at £250,000 from J. and D. Ladwa Construction and Building Contractors for quarry and asphalt plants to be used in road development in Tanzania. It is the company's first major success in this market.

The order includes 30 × 18 primary and 30 × 24 secondary Goliath Mobile Crushing plants and a Roadbatch 40 Mobile Asphalt plant, and was negotiated during a recent visit to the Leicester factory by Ladwa executives.

Further information: circle 116

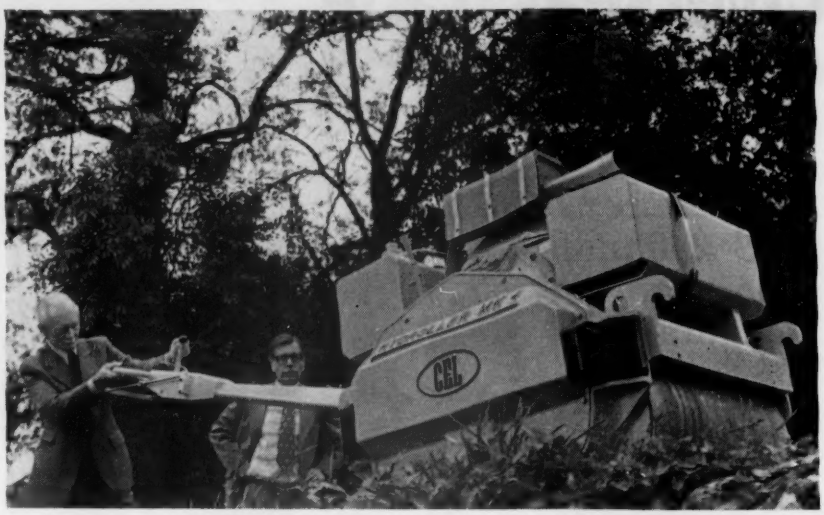
Confectionery for Holland

Thornton's, high street confectioners, has won a quarter of a million pound export order for Holland totalling 108 tons. The confectionery will be sold in several hundred retail shops throughout Holland and north Belgium.

It has taken the company about six weeks to meet the first part of the order working round the clock at their Belper and Sheffield factories. Thornton's already exports under its own name to Norway and Sweden and to other countries via a large international retail chain. But this is by far the biggest single export order it has received.

Further information: circle 117

A Crown Agents inspector carrying out 'hill-climb' tests on one of a batch of 20 CEL Hydrollers *destined for work on Sri Lanka's 'Five Tanks' irrigation project.*



ICL sells first 2903 in USSR

ICL has received its first order from the USSR for a 2903 computer system. The order comes from the Academy of Medical Sciences, the co-ordinating institute responsible for allocating research projects to the fifty or so medical research institutes throughout the USSR.

The new computer system will be installed at the academy's 19th century Grecian style headquarters in Moscow. The academy will be using ICL's IDMS package on the 2903 to build up a databank of information on a wide range of medical research projects being undertaken by the various institutes who report to the academy.

The 2903 valued at £200,000, will be the academy's first computer. The configuration will comprise 24k words of store, two EDS 60s, a 7502 interactive terminal, two direct data entry stations, two visual display units and a card reader. The 2903 will be adapted to accommodate the cyrillic alphabet and will include floating point arithmetic.

Further information: circle 118

Taylor pipeline order

Taylor Instrument Ltd, of Stevenage, Herts, has won an order worth £40,000 to supply monitoring equipment for a new natural gas pipeline in Egypt. Taylor 1300T Quick-Scan electronic transmitters will be used to monitor gas flows, pressure and temperature along 60 km of pipe running from Abu Qir near Alexandria.

The Western Desert Oil Operating Co (Wepco) pipeline (in two parts – 10 km running along the coast and 50 km running inland) will carry natural gas to power stations and a fertiliser plant. The Westinghouse Brake and Signal Co Ltd, contractors for the scheme, placed the order and the Taylor equipment will interface with Westinghouse telemetry controlling all operations on the pipe.

Further information: circle 119

Forgrove to supply tea packing equipment . . .

Rose Forgrove has successfully negotiated a £340,000 contract which has been placed by the Polish Foreign Trade Association, Polimex, to equip a new tea factory in Warsaw, with a high-speed tea packaging line. Rose Forgrove will also be advising on factory planning and layout.

The machine to be supplied by the Leeds-based Baker Perkins company, are scheduled for delivery in the second quarter of next year and have outputs of up to 900 kilos of tea an hour which will be packaged in lined cartons. Delivery is scheduled for the second quarter of 1978. Driver Southall of Birmingham will be supplying its D12 by 9 double beam weighers. The packaging machines will also be equipped with dust extraction units.

. . . and Norpak gains Sri Lanka order

Norpak Machines Ltd of Bradford has won a packaging machinery order from Sri Lanka worth £70,000. Norpak is to deliver four of its high-speed shrink wrapping machines to the National Milk Board in Colombo for packing dried milk powder.

Further information: circle 120

Overseas trade country data

Argentina

Amendments to import duties. The Argentine Ministry of Economy has issued several resolutions amending the import tariff. The goods affected fall within the following chapters of the tariff: chapters 13, 15, 21, 27, 29, 30, 32, 38, 39, 42, 48, 53, 54, 57, 70, 84, 85 and 89.

Inquiries should quote the tariff number or specify the product in which they are interested and should telephone OTAR 01-248 5757 ext. 474/476.

Australia

Whisky: cancellation of previous information. A notice in *Trade and Industry* of 7 October reported the imposition of increased duty and quota restrictions on whisky and brandy. In respect of brandy, these measures came into operation on 23 September, but it has now been announced by the Australian government that in respect of whisky the changes will not be implemented.

Nevertheless, the hearing before the Industries Assistance Commission in respect of all potable spirits continues.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Vehicle tyres. A notice in *Trade and Industry*, 25 August, reported that a reference had been sent to Temporary Assistance Authority (TAA) by the Australian government to inquire into and report on the question as to whether protection should be accorded the local tyre manufacturing industry from imported tyres falling within tariff item 40.11.

Following consideration of the recommendations made by the TAA in its report the Australian government has announced that the import duty on passenger vehicle radial tyres and all truck and bus tyres (tariff item 40.11.120) will be increased to 40 per cent on both the general and the preference tariffs. (The rate of duty before this change was: general 25 per cent, and preference 20 per cent.)

The government has now referred the matter to the Industries Assistance Commission to inquire into the long-term needs of the industry. The commission is required to make its report within 15 months.

UK firms or trade associations intending to submit evidence at the public hearings, the dates and locations of which will be published as soon as they are known, should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600 Australia, without delay. Evidence may be submitted either through the accredited agent of the firm or trade association concerned, or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4FW, tel. 01-930 2524, who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Tariff inquiries: OTAR 01-248 5757 ext. 468/469/401.

General inquiries: CRE 01-215 5319.

Ref: CRE 1454/77

CRE tel. Direct dialling
OTAR telephone 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

Brazil

Increase in duty on mixtures of primary aliphatic alcohols. Customs policy council resolution 3032, published in the *Diario Oficial* of 4 October, increased the import duty on 'mixtures of primary aliphatic alcohols, containing alcohols the molecules of which correspond to a chain of 6-11 carbon atoms, inclusive', under tariff heading 15.10.03.05 'ex', from 25 per cent to 55 per cent.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Increase in import duty on cuprous cyanide. Customs policy council resolution 3031, published in the *Diario Oficial* of 4 October, increased the import duty on cuprous cyanide, under tariff heading 28.43.03.00, from its previous level of 25 per cent to 45 per cent.

Inquiries: OTAR 01-248 5757 ext. 476/474.

France

Certificates of origin. Further to notice 279 of 7 October 1977 the French *Official Journal* of 7 October 1977 carried a correction to the original notice published in the *Official Journal* of 6 August 1977:

Instead of:
'ex 90.17 Radiology and electro-medical apparatus'
Read:
'ex 90.17 and ex 90.20 Radiology and electro-medical apparatus'.

Israel

Import duty amendments. Under the terms of the EEC/Israel agreement on 1 July import duty reductions were made on many UK (and other EEC member states) goods entering Israel. A revised version of the Israel tariff has now been received which incorporates these amendments.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Malaysia

Customs duty amendment: shovels and spades. The Malaysian government has passed the Customs Duties (Amendment) (No. 4) Order 1977 which came into force on 8 September and amends the first schedule to the Customs Duties Order 1977 so that it now reads as follows:

Heading no.	Description	Unit of quantity	Import duty rate of duty Full	Pref.
82.01	Hand tools, the following: spades, shovels, picks, hoes, forks, and rakes; axes, billhooks and similar hewing tools; scythes, sickles, hay knives, grass shears, timber wedges and other tools of a kind used in agriculture, horticulture or forestry:			
400	Shovels and spades	No.	15%	—

This duty is also applicable to Penang.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Import control: hand tools. The Malaysian government has passed the Customs (Prohibition of Imports) (Amendment) (No. 2) Order 1977, which came into force on 8 September and amends the third schedule to the Customs (Prohibition of Imports) Order 1977 by adding the following:

Heading no.	Description	Country
82.01 200	Changkols	All countries
82.01 400	Shovels and spades	All countries

The third schedule lists those goods prohibited from entry into west Malaysia without an import licence.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Nigeria

Public holidays 1978. The federal military government have announced the following public holidays for 1978:

New Year	31 December and 1 January
Id-ed-Maulud	21 February*
Good Friday	24 March
Easter Monday	27 March
Id-el-Fitr	5 and 6 September*
National Day	29 September
Id-el-Kabir	13 November*
Christmas Day	25 December
Boxing Day	26 December

Those holidays marked with an asterisk are dependent upon physical sightings of the moon and may differ by one or two days from the dates given.

St Kitts-Nevis

Varnishes: import licensing. The St Kitts-Nevis authorities have announced that import licences are now required for varnishes.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Sierra Leone

Import licences. Applications for specific import licences for the period 1 January to 31 December 1978 was published in the Sierra Leone *Gazette* of 30 September 1977.

Applications should reach the Permanent Secretary of the Ministry of Trade and Industry, Freetown, before 31 October 1977.

Details were also given of the goods for which a specific import licence will be required and those which may be imported under an open general licence.

Inquiries: OTAR 01-248 5757 ext. 473.

South Africa

Tariff application. Customs tariff application list 26/77, published in the South African *Government Gazette* of 14 October 1977, contains an application to the Board of Trade and Industries for increase in duty on: rubberised textile fabrics (excluding rubberised knitted or crocheted goods and pile fabrics), woven from yarns of different colours, of a mass per m² of 170 g or more, classifiable under tariff subheading 59.11.90.

This application supersedes the application published in list 19/77 published in the South African *Government Gazette* on 12 August 1977.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE 01-215 5274.

Tariff application. Customs tariff application list 27/77, published in the South African *Government Gazette* of 21 October 1977, contains an application to the Board of Trade and Industries for increase in duty on:

1 Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils, containing sulphurised animal and/or vegetable oils, not packed for retail sale, classifiable under tariff heading 38.14
2 Certain knives classifiable under tariff subheading 82.09.40

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE 01-215 5274.

Tariff application. Customs tariff application list 23/77, published in the South African *Government Gazette* of 23 September 1977, contains an application to the Board of Trade and Industries for increase in duty on:

Tubes and pipes and blanks therefor, of iron (excluding cast iron) or steel (excluding high-pressure hydro-electric conduits) classifiable under tariff heading 73.18.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to: CRE 01-215 5274.

Customs tariff changes. The following amendments were published in the South African *Government Gazette* of 7 October 1977.

R.2029 CCCN 25.23: 1 The rate of duty on ciment fondu in powder form is increased from free to 5 per cent. 2 Goods which comply with the requirements of item 460.22 may be entered under rebate of duty under that item.

R.2030 CCCN 60.04: The rates of duty on knitted or crocheted shirts are amended.

R.2031 CCCN 39.01. The rate of duty on polyethylene terephthalate resins in blocks, lumps, powders (including moulding powders), granules, flakes and similar bulk forms is increased from free to 5 per cent.

R.2032 CCCN 74.07: The rate of duty on copper tubes and pipes with an external cross-sectional dimension not exceeding 115 mm is increased from 10 per cent to 15 per cent or 45c/kg.

R.2033 Surcharge item 174.00. CCCN 72.00: Coin of subheading 72.01.90 is exempted from the payment of surcharge with retrospective effect to 30 March 1977. The rate of surcharge is 15 per cent.

Industrial rebates

R.2034 Items 306.01, 317.06, 320.09. CCCN 29.04, 87.06, 39.02 and 39.07: Provision is made for a rebate of the full duty on: 1 Heptyl, octyl, nonyl and decyl alcohols, for the manufacture of phthalic acid esters. 2 Anchor plates (whether or not finished), for the manufacture of disc brakes, and 3 Film of ethylene polymers or copolymers, coated with carbon and on cassettes, cores and similar supports of artificial plastic material,for the manufacture of typewriter and like ribbons.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Customs tariff changes. The following amendments were published in the South African *Government Gazette* of 30 September.

R.1982. CCCN 29.24 and 38.19. Specific provisions, at a rate of duty of 15 per cent, are made for quaternary ammonium salts of the n-alkyl dimethyl benzyl ammonium chloride group and preparatiosn containing such salts.

Industrial rebates

R.1983. Item 306.09. CCCN 34.02. Extent of rebate – full duty. The effect of this notice is that organic surface-active agents which contain quar-

Part of a £55,000 order for aluminium sliding windows, patio doors, and automatic doors being loaded at Gatwick Airport on a charter flight to Ras Al Khaima, one of the United Arab Emirates. The equipment, manufactured by Thomas Bennett Ltd, Leeds an Alcan subsidiary, is destined for a new palace being built by Sheikh Khalid Al Quasmi for the Crown Prince. Architects for the contract are A. A. Almoosa and Associates of Dubai and Ras Al Khaima.

ternary ammonium salts of the n-alkyl dimethyl benzyl ammonium chloride group, for the manufacture of disinfectants are no longer admissable under rebate of duty.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Spain

Increase in duty-free quotas. The Spanish *State Gazette* of 21 September 1977 published royal decree 2412/1977, increasing certain duty-free quotas to the following quantities:

Tariff heading	Description of goods	Increased quantity in metric tonnes
73.13 D2b 73.13 D2c	Sheets and plates, cold-rolled for extra-deep moulding, suitable for enamelling, intended for the manufacture of baths	17 000
73.12 D1 73.12 D3a	Top quality tinplate and tin clad hoops and strips of iron and steel, other than special, imported directly from iron and steel manufacturers with a certificate of manufacture and in consignments of not less than 50 metric tonnes per specification	10 000

The above increase came into effect on 21 September 1977.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Duty-free quota. The Spanish *State Gazette* of 27 August 1977 published royal decree 2403/1977 establishing a duty-free quota for the import of 45 000 tonnes of paraxylene, tariff heading 29.01 B3.

The above quota is valid for one year from 20 September 1977 and does not affect the duties of the customs tariff, which shall continue to apply. It will not apply to goods which are in any way involved with inward processing.

The Directorate General of Customs Policy and Imports will allocate this duty-free quota.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Thailand

Special import fee on aluminium foil. The Thai Board of Investment have issued notice 31/2520 whereby a special fee of 40 per cent of the cif price is placed on the import of aluminium foil coming under tariff heading CCCN 76.04a. And a special import fee of 10 per cent of the cif price is placed on the import of aluminium foil coming under tariff heading CCCN 76.04b.

These two special import fees apply to aluminium foil (whether or not embossed, cut to shape, perforated, coated, printed, or backed with paper or other reinforcing material), of a thickness (excluding any backing) not exceeding 0.15 mm.

The Board of Investment shall determine which imports pay the special fee and inform the customs department accordingly.

This notice came into effect on 1 October 1977 and remains in force until 30 September 1978.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

United States

Imports of speciality steels under quota. The following table, derived from statistics made available by the United States Customs Service, shows the products which are subject to the US quotas from the EEC for the 12 months 14 June 1977 to 13 June 1978 and US imports of the products concerned from the EEC during this period, as at 14 October 1977.

Pounds weight

Product	US import quotas for 12 months 14 June 1977 to 13 June 1978	US imports during this period as at 14 Oct 1977
Sheets and strips of stainless steel (item 923.20)	32 600 000	13 670 802
Plates of stainless steel (item 923.21)	6 000 000	1 653 373
Bars of stainless steel (item 923.22)	5 200 000	2 167 338
Wire rods of stainless steel (item 923.23)	15 200 000	Quota filled
Alloy tool steel (item 923.22)	7 000 000	Quota filled

Inquiries: CRE 01-215 5629.

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Stacey Stainless Steel

ENCIRCLE TI 644 ON PAGE 206 FOR FURTHER INFORMATION

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			£ million 18,041	10,528	1,830	1,929	£ million		
1970	100.0	31,696	9,453	2,130	1,799	444	325	68	−16	695	−25	720
1971	101.8	32,675	9,682	1,991	1,930	92	−148	52	18	1,058	280	778
1972	104.2	34,542	9,797	1,738	2,071	34	−145	48	15	105	−702	807
1973	110.4	36,062	10,253	1,753	2,414	1,321	597	102	379	−922	−2,353	1,431
1974	109.5	35,361	10,287	2,028	2,414	596	634	81	−109	−3,565	−5,194	1,629
1975	107.8	35,257	10,062	1,744	2,034	−743	−429	−111	−65	−1,701	−3,203	1,502
1976	110.1	35,405	9,724	1,659	1,974	66	5	23	9	−1,405	−3,571	2,166
1975 2nd qtr.	108.0	8,880	2,484	446	513	−213	−74	−51	−61	−333	−657	324
3rd qtr.	106.6	8,739	2,562	420	512	−213	−209	−26	16	−620	−974	354
4th qtr.	107.4	8,649	2,461	407	494	−147	−115	12	24	−183	−628	445
1976 1st qtr.	110.1	8,829	2,489	405	471	44	0	26	33	−90	−538	448
2nd qtr.	109.6	8,797	2,425	407	489	−57	−66	−20	−45	−390	−907	517
3rd qtr.	109.8	8,880	2,435	421	506	−1	−2	14	16	−511	−1,144	633
4th qtr.	110.8	8,899	2,375	426	508	80	73	3	5	−414	−982	568
1977 1st qtr.	109.4	8,762	2,242	419	507	209	125	51	102	−461	−962	501
2nd qtr.	109.9	8,663	2,241	428	510	170	151	30	−5	−241	−733	492
3rd qtr.		8,825 pe								526	1	525 e
% change last 2 qtrs. on prev. 2 qtrs.	−0.6	−1.0	−6.8	—	+0.3							
on a year earlier	−0.2	−1.1	−8.8	+4.3	+5.9							

	Industrial production		Personal expenditure		Prices and earnings				Labour (UK)			Visible trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Export	Import
	at 1970 prices		at 1971 prices	monthly averages	(not seasonally adjusted)				(old series)	thousands		thousands	at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands	1970 7,907	1970 7,932
1971	100.3	99.4	100.0	108.5	153.4†	9.4	104.6	109.0	119.4	775.8	3.4	130.9	106.7	104.2
1972	102.5	102.0	105.8	138.6	164.3†	7.1	109.2	114.8	134.8	854.9	3.7	147.3	107.1	116.7
1973	110.0	110.6	110.7	137.1	179.4†	9.2	144.5	123.2	152.6	611.0	2.6	307.0	122.2	133.8
1974	106.9	108.9	109.9	102.8	108.5	16.0	215.3	152.0	179.6	599.7¹	2.6¹	302.7¹	132.0	136.4
1975	101.7	102.4	107.9	97.2	134.8	24.2	235.4	188.7	227.6	929.0	3.9	150.0¹	126.1	126.5
1976	102.3	103.5	108.1	104.7	157.1	16.5	299.0	219.6	263.3	1,269.8¹	5.4¹	120.4¹	136.6	134.3
1976 3rd qtr.	101.8	103.9	108.9	97	158.5	13.7	306.8	223.2	265.5	1,305.5	5.5	123.6	134.9	138.0
4th qtr.	103.3	104.9	108.5	113	165.8	15.0	329.9	233.9	272.8	1,316.8¹	5.6¹	..	141.5	138.2
1977 1st qtr.	103.6	105.7	105.0	104	174.1	16.5	341.5	248.0	280.2	1,330.2	5.6	..	141.2	142.3
2nd qtr.	102.0	103.1	103.9	102	181.9	17.4	347.7	259.2	285.3	1,330.4	5.6	159.2	149.3	144.4
3rd qtr.			106,9 p	112	184,7	16,5	341.1 p	267.7 p		1,420.8	6.0	150.5	153,4	141.4
1976 July	101.9	104.1	108.8	91	156.3	12.9	302.0	219.8	263.1	1,288.9	5.5	118.6	131.1	139.5
Aug.	101.2	103.2	108.9	115	158.5	13.8	304.0	223.4	267.2	1,308.8	5.6	126.2	135.6	133.8
Sept.	102.4	104.4	108.9	86	160.6	14.3	314.4	226.3	266.1	1,318.7	5.6	125.9	138.0	140.5
Oct.	102.8	104.9	108.1	109	163.5	14.7	327.7	230.0	269.0	1,307.9	5.5	124.5	141.6	140.7
Nov.	103.4	105.1	109.2	119	165.8	15.0	331.8	234.6	272.2	..	..	..	138.8	140.2
Dec.	103.6	104.6	108.3	111	168.0	15.1	330.2	237.2	277.1	1,325.7 e	5.6 e	..	144.1	133.7
1977 Jan.	103.8	105.6	106.7	93	172.4	16.6	337.8	244.9	278.1	1,338.2	5.7	..	141.5	153.8
Feb.	103 5	105.7	105.7	118	174.1	16.2	339.5	248.2	278.7	1,331.4	5.6	150.5	138.8	133.8
Mar.	103.6	105.8	103.1	102	175.8	16.7	347.2	250.8	283.8	1,321.1	5.6	157.3	143.3	139.4
Apr.	102.3	103.6	103.4	108	180.3	17,5	349.7	255.4	283.1	1,322.6	5.6	158.5	149.9	139.2
May	103.6	105.2	104.4	108	181.7	17.1	348.3	259.8	286.2	1,315.9	5.6	161.2	145.4	142.9
June	100.1	100.4	103.8	90	183.6	17.7	345.2	262.4	286.2	1,352.9	5.7	157.8	152.5	151.2
July	102.5	103.9	107.0	109	183.8	17.6	344.6 p	265.8 p	286.5	1,402.2	5.9	152.7	153.3	149.0
Aug.	102,7 p	103,4 p	107.2	124	184.7	16.5	339.5 p	268.0 p	288.6 p	1,413.8	6.0	154.1	150.2	131.0
Sept.			106½ p	103	185,7	15,6	339.1 p	269.2 p		1,446.4	6.2	144.7	156,6 p	144,2 p
Oct.										1,433.4 p	6.1	153.4 p		
% change latest 3 months on prev. 3 months	−1.3	−2.3	+2.9	+9.8	+1.6		−1.9	+3.3	+1.0	+5.5			+2½	−2
on a year earlier	+0.2	−0.7	−1.8	+15.1	+16.6		+11.2	+19.9	+8.8	+9.1			+14	+2½

p Provisional pe Preliminary estimate e Estimate . . Not available ¹ Average of available months

Inquiries: 01-215 3453

Metal-working machine tools: sales and orders in July

Statistics of manufacturers' sales and orders for metal-working machine tools up to and including July 1977 are shown in table 1. These monthly statistics will be published in the Business Monitor PM 332, and full details of the quarterly inquiry will be published in Business Monitor PQ 332.

The monthly estimates up to and including December 1976 have been adjusted to be consistent with the more comprehensive quarterly inquiry recently published, and the latest provisional estimates will be revised when the appropriate information becomes available. Net new orders and orders-on-hand have been adjusted to the same basis of coverage and valuation as sales.

Summary

Provisional statistics are now available for the months up to and including July of 1977. The overall level of sales, in current value terms, continues to reflect a sustained rate of total deliveries at a level well above the depressed sales in early 1976. However, in volume terms, sales in the latest three months were probably no higher than they were a year earlier.

In current price terms, the inflow of new orders has continued at a markedly higher rate than deliveries of completed machines, consequently order books have continued the strong growth apparent since the beginning of the year. This is more than a reflection of higher prices; order books are clearly recovering in real terms.

The estimate for employment, which has remained substantially unchanged over the previous three months, shows an increase of some 200 employees.

Recent trends for machine tools

The latest monthly statistics now available show that the level of total sales in the three months to July 1977 has risen by 2 per cent over the preceding three months. Compared with a year ago, the level of sales recorded during the period May to July shows a rise of 18 per cent in value terms, which is due almost entirely to the increase in output prices. Much of the growth by value occurred from a 27 per cent rise in sales to the home market, whilst export sales increased by only 4 per cent.

The overall intake of new orders (net of cancellations) in the most recent three months of this year shows a moderate recovery on the levels of the previous three months, with a rise of 2 per cent. Within this total, new home orders rose by 14 per cent, more than offsetting a similar rate of decrease in new orders from the export markets, which nevertheless continued at a moderate level. The recent inflow of total new orders was 59 per cent higher in May to July 1977 than in the same months last year; new orders received from the home markets rose sharply by 61 per cent over the same period in 1976, whilst new export orders were higher by 54 per cent. Higher prices probably account for less than half of these rates of growth on a year earlier, hence substantial increases in volume have occurred.

As the overall intake of new orders in the last three months has remained 14 per cent above the recent level of deliveries, order books have continued to increase. Total orders-on-hand at the end of July at £244 million, the highest level since 1975, were 10 per cent higher than at the end of the previous three months and 26 per cent higher than July 1976; with home order books at £133 million showing an increase of 17 per cent over the previous three months and 30 per cent over the same period last year.

Orders outstanding for the export markets have contributed to the recovery but reflect a slower growth. They were 22 per cent higher than a year earlier but the increase over the previous three months was only 3 per cent. This modest growth in current value terms suggests that there were little if any further increase in the volume of export orders-on-hand in recent months.

In terms of current activity, home orders-on-hand at the end of July were equal to more than six months home deliveries, and export order books appear sufficient to sustain the recent depressed level of sales activity for about nine months.

Included in table 2 is a specially prepared estimate of the employment of the industry covered by this article; ie the part of MLH 332 concerned with metal-cutting and metal-forming machine tools, but excluding welding equipment. The estimate for July 1977 at 50 300 showed that the industry has increased its intake of new employees by another 200; since the end of 1976, employment in the industry has risen by about 600 persons.

Inquiries on the published series should be addressed to Department of Industry, Mechanical Engineering Statistics, Room 614, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 0651.

Table 1 Metal-working machine tools: orders and sales

£ million

	Sales			Orders outstanding[1]			New orders		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1970	218.6	137.3	81.3	159.5	86.8	72.7	213.9	130.8	83.1
1971	207.7	121.7	86.0	106.0	46.0	60.0	154.2	80.9	73.3
1972	184.7	111.6	73.1	113.3	55.7	57.6	192.0	121.3	70.7
1973	213.2	129.1	84.1	216.0	120.4	95.6	315.9	193.8	122.1
1974	254.4	149.9	104.5	312.9	164.1	148.8	347.9	191.9	156.0
1975	325.4	186.4	139.0	229.8	117.6	112.2	246.8	144.7	102.1
1976 r	357.4	210.2	147.2	197.6	105.7	91.9	325.2	198.3	126.9
1976									
1st qtr	95.1	50.6	44.5	197.8	98.7	99.1	63.1	31.7	31.4
2nd	82.8	47.6	35.2	195.1	101.3	93.8	80.6	50.7	29.9
3rd r	79.2	48.7	30.5	197.9	107.0	90.9	82.0	54.4	27.6
4th r	100.3	63.3	37.0	197.6	105.7	91.9	100.0	62.0	38.0
1977									
1st qtr p	104.9	62.3	42.6	215.6	110.1	105.5	122.9	66.7	56.2
2nd p	96.3	58.5	37.8	239.9	132.3	107.6	120.6	83.3	37.3
1976									
April	25.8	15.5	10.3	201.4	101.1	100.3	29.5	18.0	11.5
May	29.9	15.8	14.1	193.0	96.7	96.3	21.9	11.8	10.1
June	27.1	16.3	10.8	195.1	101.3	93.8	29.2	20.9	8.3
July r	26.2	15.4	10.8	193.7	103.0	90.7	24.8	17.1	7.7
August r	23.4	14.7	8.7	198.5	104.3	94.2	28.2	16.0	12.2
September r	29.6	18.6	11.0	197.9	107.0	90.9	29.0	21.3	7.7
October r	31.9	18.8	13.1	197.2	109.3	87.9	31.2	21.1	10.1
November r	33.0	22.6	10.4	198.1	108.1	90.0	33.9	21.4	12.5
December r	35.4	21.9	13.5	197.6	105.7	91.9	34.9	19.5	15.4
1977									
January p	37.3	21.2	16.1	200.2	104.1	96.1	39.9	19.6	20.3
February p	31.0	17.9	13.1	206.9	108.2	98.7	37.7	22.0	15.7
March p	36.6	23.2	13.4	215.6	110.1	105.5	45.3	25.1	20.2
April p	28.5	17.4	11.1	221.7	114.2	107.5	34.6	23.7	10.9
May p	35.6	22.0	13.6	229.8	125.0	104.8	43.7	33.2	10.5
June p	32.2	19.1	13.1	239.9	132.3	107.6	42.3	26.4	15.9
July p	30.1	19.4	10.7	244.3	133.7	110.6	34.5	20.8	13.7
Three monthly totals:									
May to July 1977	97.9	60.5	37.4	244.3	133.7	110.6	120.5	80.4	40.1
Feb to April 1977	96.1	58.5	37.6	221.7	114.2	107.5	117.6	70.8	46.8
May to July 1976	83.2	47.5	35.7	193.7	103.0	90.7	75.5	49.4	26.1
Percentage change latest three months on:									
1 Previous 3 months	+2	+3	—	+10	+7	+3	+2	+14	−14
2 A year earlier	+18	+27	+4	+26	+30	+22	+59	+61	+54

p Provisional. r Revised.

[1] The values for orders outstanding relate to the ends of the periods shown.

Due to rounding, constituent figures may not sum to their respective totals.

Table 2 Metal-working machine tools: employment

Thousands

1974		**1976**	
1st qtr	52.9	1st qtr p	49.6
2nd	53.2	2nd p	49.4
3rd	54.4	3rd p	49.5
4th	54.4	4th p	49.7
1975		**1977**	
1st qtr	54.0	1st qtr	50.0
2nd qtr	53.0	April	50.1
3rd qtr	52.2	May	50.1
4th p	50.6	June	50.1
		July	50.3

Engineering industries: indices of production up to July

Output of the combined engineering industries fell by about 2½ per cent between the first quarter of 1977 and the period May to July, according to provisional estimates. This setback has brought the index back to its level in the third quarter of last year, and the slight recovery recorded during the winter has not been maintained.

The fall was rather more marked in mechanical engineering, where nearly all industries were affected, than in electrical engineering. The small fall for this sector included a more variable experience for the individual industries, with some moderate offsetting changes. The marked fall between the first and second quarters in industry 3692/3, primary and secondary batteries, was largely accounted for by strikes. Production of the instrument engineering industries, apart from surgical instruments, increased by more than 4 per cent over this period.

These new series of production at industry level were introduced in an article in *Trade and Industry*, 9 September 1977, while a run of annual indices of production, together with an article on recent improvements to the series appeared in *Trade and Industry*, 10 June 1977. **Inquiries:** On the article and the statistics: Mr I. P. Tutt, Branch EcS 3A, Department of Industry, Room 618, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel 01-212-5770.

Requests for quarterly indices for past years: Mr G. Robinson, Branch 5, Central Statistical Office, Great George Street, London SW1P 3AG, tel 01-233 8310.

Manufacturers' stocks in August

It is estimated that manufacturers' stocks fell by about £60 million at 1970 prices, seasonally adjusted, in August. Indications are of falls in all three assets, with most of the decline in work in progress and stocks of finished goods.

Monthly figures from January 1977, adjusted to agree with the quarterly figures published on 30 September, are shown below:

		Stock changes £ million, 1970 prices seasonally adjusted
1977	January	−10
	February	+60
	March	+70
	April	+10
	May	+70
	June	+60
	July	−20
	August	−60

Inquiries: 01-215 3176/5215.

Indices of production for engineering industries

Seasonally adjusted volume indices

		1970 = 100				1976				1977		
MLH		Weight (percentage)	1974	1975	1976 p	1st qtr	2nd qtr	3rd qtr p	4th qtr p	1st qtr p	2nd qtr p	May-July p average[1]
3310	Agricultural machinery	1.05	132.1	113.5	107.7	106.1	101.3	105.8	117.5	114.1	98.0	96.0
3320	Machine tools	4.01	77.7	73.6	61.2	65.4	60.4	57.7	61.5	60.2	56.4	55.7
3331	Pumps	1.02	118.1	122.9	134.2	132.5	135.2	132.9	136.1	138.2	138.3	137.6
3332	Valves	1.49	104.4	106.6	98.5	95.4	94.0	96.6	108.2	109.9	103.7	102.5
3333/4	Compressors	1.85	116.4	109.0	103.4	102.8	105.0	99.9	105.8	109.4	109.0	109.1
3340	Industrial engines	1.61	108.6	125.9	121.2	126.7	128.4	117.6	112.4	135.1	128.3	125.4
3350	Textile machinery	2.25	111.3	111.8	75.2	89.4	78.7	68.1	64.7	55.8	50.7	51.2
3360	Construction equipment	2.82	120.2	127.8	124.6	125.5	126.5	123.1	123.2	142.6	128.3	124.3
3370	Mechanical handling equipment	3.47	106.7	116.2	104.1	104.6	104.4	103.4	104.0	111.6	107.0	105.4
3380	Office machinery[2]	2.03	..	..	..	..	..	..	..	..	..	..
3391	Mining machinery	1.04	136.0	171.0	159.6	165.9	164.5	154.4	153.5	136.8	145.2	145.8
3392	Printing and paper machinery[2]	1.02	..	..	..	..	..	..	..	..	..	..
3393/4	Refrigerating and space-heating machinery	2.32	104.7	99.4	92.8	93.2	90.0	93.1	94.7	98.4	94.1	93.7
3395/6	Weighing machinery and power tools	1.08	110.3	102.8	102.1	91.3	99.1	113.4	104.5	103.0	3	3
3397/8	Food processing machinery: packaging machinery	1.53	119.5	128.3	119.2	125.7	123.4	120.5	107.2	113.4	106.3	104.9
3399	Other non-electrical machinery	4.99	95.2	84.7	80.4	80.0	87.5	76.9	77.1	94.6	79.7	77.4
3414	Constructional steelwork	3.11	123.0	119.3	106.6	111.9	106.1	106.7	101.7	99.5	87.1	85.2
3415	Industrial plant and fabricated steelwork	7.92	88.0	87.3	84.9	90.1	83.8	86.1	79.7	74.8	79.8	81.2
3491	Ball roller and plain bearings	3.17	115.2	109.9	107.0	103.4	107.8	106.9	109.8	107.3	105.9	104.7
	Other mechanical engineering	7.40	115.5	105.0	96.2	99.3	99.4	93.5	92.7	94.4	95.0	94.0
	Mechanical engineering[2]	55.16	107.2	105.2	97.3	99.3	98.5	95.9	95.4	97.7	94.0	93.2
3510	Photographic and copying equipment	0.80	101.5	96.1	94.7	86.2	97.4	98.8	105.4	92.9	99.1	99.3
3520	Watches and clocks	0.53	141.8	144.7	128.6	128.1	122.6	128.7	134.9	121.1	121.4	127.8
3530	Surgical instruments	1.18	145.6	137.3	123.3	124.0	128.4	119.2	121.7	124.4	123.0	121.4
3540	Scientific and industrial instruments	5.69	112.4	115.5	113.4	110.0	114.8	111.4	117.4	113.8	118.8	120.3
	Instrument engineering	8.19	118.0	118.6	114.0	110.8	115.5	111.5	118.0	113.7	117.6	118.9
3610	Electrical machinery	7.25	93.0	97.9	94.7	91.6	95.6	95.5	95.3	99.4	98.6	98.8
3620	Wires and cables	2.91	110.0	93.5	95.3	90.6	94.9	95.4	100.4	103.3	99.8	99.1
3630	Telecommunications	3.28	117.5	114.4	100.4	109.6	106.1	96.6	89.2	83.7	81.6	81.5
3640	Electronic components	5.48	145.7	111.4	113.2	104.7	112.9	113.1	122.1	125.4	127.7	127.4
3651	Records and tapes	0.42	194.3	197.4	187.9	186.2	199.4	185.4	180.7	216.0	196.0	3
3652	Broadcasting equipment	2.75	199.0	168.6	157.4	135.6	148.3	169.7	176.2	148.3	137.3	138.7
3660	Computers	1.43	135.0	158.8	169.6	170.6	159.5	171.1	177.3	180.7	194.2	204.3
3670	Electronic capital goods	4.30	93.4	97.1	101.2	97.6	100.6	101.9	104.5	108.6	112.0	115.0
3680	Domestic electrical appliances	2.99	143.4	134.4	123.0	116.3	113.8	131.1	130.6	139.8	122.4	121.4
3691	Electric parts for vehicles	1.90	120.6	95.9	96.6	98.5	98.1	94.5	95.5	96.7	99.5	99.7
3692/3	Batteries	1.46	119.0	117.2	116.6	120.2	125.3	113.6	107.1	121.6	107.6	102.1
3694/5	Lamps and other electrical	2.50	104.9	95.6	92.4	90.6	93.0	92.1	94.0	97.7	98.8	99.3
	Electrical engineering	36.65	122.6	113.2	110.6	106.7	110.1	111.8	113.8	115.4	113.2	113.6
	Combined engineering[2]	100.00	113.7	109.2	103.5	102.9	104.2	103.0	104.0	105.5	103.0	102.8

p Provisional estimates.

[1] Averages for other than a calendar quarter should not be compared with those in the preceding column; the estimates are not independent and are subject to erratic variation and later revisions. Comparisons with earlier quarters provide more reliable guides to recent trends. [2] The series for office machinery and printing and paper machinery are being revised; it is hoped to publish the amended series soon. The index numbers for all mechanical engineering and combined engineering will consequently undergo slight revisions. [3] Later figures not available owing to insufficient response.

Wholesale trades in 1974

First summary results of the large-scale wholesaling and dealing inquiry conducted in respect of 1974 are shown in the table. The figures may be revised in compiling the full final results which will be published early next year in a Business Monitor in the services and distribution (SD) series.

The inquiry covered all businesses which operated in Great Britain and were engaged in wholesale distribution, merchanting and factoring; dealing in coal, oil, builders' materials, grain and agricultural supplies, industrial materials and machinery, scrap and waste materials; and the leasing of industrial and office machinery[1], ie minimum list headings 810, 811, 812, 831 and 832 of the standard industrial classification (revised 1968). This was the first major inquiry conducted from the VAT-based register of businesses compiled by the Business Statistics Office from the information on the name and address, trade classification and turnover of traders registered for value added tax purposes provided by HM Customs and Excise under section 55 of the 1973 Finance Act. The main inquiry covered those businesses whose VAT trade codes showed them to be registered for VAT purposes as wholesalers or dealers in trade groups 23 and 25 of the VAT trade classification. There was a supplementary exercise conducted for those businesses with other VAT trade codes which were thought, on the basis of previous inquiries, to have a significant amount of wholesaling and dealing activity.

There are several reasons why the results of the 1974 wholesaling and dealing inquiry cannot be compared directly with those of the previous large-scale inquiries covering these trades; the most recent of these earlier inquiries related to 1965.

First, the turnover figures obtained from the wholesaling and dealing inquiries contain duplication. This occurs when, in the course of distributing goods, the wholesaler sells to another wholesaler, as for example where an importer sells goods to a distributor. For 1974 it will be possible to estimate the extent of this duplication from the analysis of the pattern of trading to be included in the final results. Such information was not obtained for 1965.

A second reason arises from the changes between the 1958 and 1968 editions of the standard industrial classification, the largest of which was the change in the classification of leasing which brought it into wholesalers and dealers.

Thirdly, comparison of the 1965 and 1974 inquiries indicates a substantially more comprehensive coverage of firms for 1974 through the use of the new VAT-based register: this is to be expected given the ad hoc method of preparing previous registers contrasted with the statutory basis of the compilation of HM Customs and Excise list of VAT traders. For example, the last major inquiry into wholesaling and dealing related to 1965 and covered 41 000 units whereas the 1974 inquiry relates to over 76 000 units. As all subsequent wholesaling inquiries are being conducted from VAT-based registers their coverage will be consistent with that of the 1974 inquiry.

The availability of the VAT-based register for the inquiry made it possible to design a stratified sample for which forms were sent to about 26 000 businesses, just over one-third of the total number reckoned to be in scope of the inquiry. All the large businesses were included in the sample with a selection of small businesses. Just over 20 000 forms were returned but not all these were usable as some represented businesses claiming to be, or found to be, out of scope of the inquiry, businesses that had closed, etc. The results in this article are grossed up so that they represent estimates for all businesses in scope of the inquiry whether or not they responded.

Notes

1 All amounts are exclusive of VAT except in the case of capital expenditure on passenger

[1] In the Blue Books 'National Income and Expenditure' these leasing activities are included under insurance, banking, finance and business services and not under wholesale distribution nor were they included in previous large-scale wholesaling and dealing inquiries.

Wholesale trades in 1974 – summary by VAT trade classification

Estimates for all businesses: Great Britain

£'000

VAT trade group and code	Trade classification	Businesses (number)	Total turnover	Wholesaling and dealing activities: Turnover	Purchases	Net capital expenditure [1]	Stocks at end of year	Persons engaged (number)
	Total	76 430	49 895 042	48 308 767	42 180 777	562 429	4 305 844	1 084 291
23	**Wholesale distribution**	51 304	31 600 368	30 386 248	26 541 547	236 500	3 174 135	752 490
8101	Fresh meat, fish, fruit and vegetables	7 253	3 689 806	3 594 039	3 033 649	28 413	99 487	85 710
8102	Alcoholic drink (including bottling)	1 302	2 017 549	1 757 615	1 282 721	22 757	532 475	40 886
8109	Other food and drink	4 171	7 255 409	6 851 607	6 348 549	36 528	419 499	127 454
8110	Petroleum products	755	1 575 306	1 562 016	1 459 264	12 486	119 001	14 161
8121	Chemists' sundries	796	570 942	410 052	348 538	2 692	48 764	16 923
8122	Clocks and watches	330	88 432	88 400	74 568	559	30 287	3 695
8123	Clothing	4 241	1 303 105	1 294 907	1 135 791	7 028	161 703	38 374
8124	Furs	177	109 356	109 204	69 992	104	10 272	727
8125	Textiles	3 357	1 216 110	1 204 305	1 000 032	9 550	202 689	33 150
8126	Footwear	451	138 392	136 964	116 049	1 402	19 773	5 062
8127	Electrical goods	2 468	1 125 251	1 056 214	871 836	11 286	170 098	33 171
8128	Radios, tv sets, tape recorders, tape recordings and gramophone records	713	463 099	434 627	333 346	3 790	89 170	10 507
8129	Jewellery	1 010	109 910	109 068	96 612	734	26 572	3 531
8131	Imitation jewellery	304	27 413	27 141	17 713	357	3 597	1 622
8132	Musical instruments	107	30 928	30 644	21 070	176	7 346	1 215
8133	Photographic goods	233	123 440	123 367	92 701	1 335	30 804	3 910
8134	Toys	811	156 479	154 294	114 670	2 493	30 855	7 069
8135	Travel and fancy goods (including shopping bags)	1 048	120 081	118 827	98 027	1 079	24 669	5 340
8136	Furniture and floor coverings	1 380	287 656	285 324	235 463	3 333	48 959	10 336
8137	China, glassware, hardware and ironmongery	1 815	519 769	512 079	419 883	7 614	84 039	26 291
8138	Paper and board products, including reading material	2 446	1 566 673	1 558 251	1 415 242	10 050	114 937	31 775
8139	Leasing of office furniture, vending machines, juke boxes and gaming machines	306	49 769	49 234	20 690	8 034	5 998	4 931
8149	Other goods	15 830	9 055 493	8 918 069	7 935 141	64 700	893 141	246 650
25	**Dealers**	25 126	18 294 674	17 922 519	15 639 230	325 929	1 131 709	331 801
8311	Coal and oil merchants (not including bulk oil distributors (VAT code 8110) or petrol filling stations)	6 003	1 145 917	1 057 919	915 305	7 899	33 667	30 440
8312	Builders' merchants	3 081	1 703 135	1 618 040	1 350 713	27 514	198 988	86 264
8313	Corn, seed and agricultural merchants; dealers in livestock	2 850	4 445 730	4 331 723	4 057 793	26 156	125 012	34 852
8321	Dealing in industrial materials	3 622	8 461 579	8 419 818	7 464 723	39 884	486 106	87 524
8322	Dealing in scrap and other waste materials	5 079	1 153 612	1 149 768	930 545	29 395	46 321	35 237
8323	Dealing in industrial and agricultural machinery	4 109	1 161 177	1 122 238	893 341	18 998	226 418	50 087
8324	Leasing industrial and office machinery	382	223 524	223 013	26 810	176 083	15 197	7 397

[1] Excludes purchases and sales of land and existing buildings.

Notes

1 In addition to the businesses for which results are given in the table the inquiry identified an estimated 1171 other businesses classified to VTCs in wholesaling and dealing for which wholesaling was a subsidiary activity only. These businesses had an estimated turnover of £164 million accruing from their wholesaling activity.

2 The table also excludes the results of the supplementary exercise conducted for businesses with VAT trade codes outside the field of wholesaling and dealing but thought, on the basis of earlier inquiries, to have a significant amount of activity in this field. The exercise identified an estimated 84 such businesses with wholesaling turnover of £2,042 million. However, the classification of these businesses is still subject to review.

vehicles where non-deductible VAT is included.

2 Number of businesses. The estimated number of VAT reporting units mainly engaged in wholesaling and dealing activities in 1974.

3 Total turnover. The turnover in respect of the total activities undertaken by the VAT units covered by the inquiry. Trade discounts, agent's commissions, VAT etc are excluded.

4 Wholesaling and dealing turnover. The turnover of the VAT units covered by the inquiry relating to their wholesaling and dealing activities.

5 Purchases, stocks capital expenditure and persons engaged are all estimates which relate only to the wholesaling and dealing activities of the VAT units covered by the inquiry.

6 Purchases. The cost of goods purchased by the business for resale including amounts paid out for carriage and packing; the value of goods received from factory departments of the business for which separate accounts are kept; and duty paid direct to HM Customs and Excise less drawback.

7 End year stocks. Stocks include the firm's own stocks of goods and materials on hand for sale or processing including duty where appropriate. Included are stocks held outside Great Britain by businesses operating in Great Britain but excluded are stocks of subsidiary companies mainly operating outside Great Britain.

8 Capital expenditure. All expenditure charged to the capital asset accounts including capital items bought on hire purchase and expenditure on the replacement of assets destroyed under circumstances (eg fire) which have given rise to an insurance claim. Expenditure on assets for use outside Great Britain is excluded as is expenditure on intangible assets such as goodwill.

9 Persons engaged. Includes all part-time employees, directors or working proprietors and persons temporarily absent through sickness.

10 Year of return. All businesses were asked to make returns in respect of the calendar year 1974, but if this was not their year of account a return for a business year ending on any date from 6 April 1974 to 5 April 1975 was accepted.

Inquiries: 01-215 3220, or BSO Newport 0633 56111 ext 2416.

Release dates of economic statistics to be published in November

Information in the table is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in November. The dates are those which departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from anavoidable statistical problems of collection and compilation. Inquiries about individual series should be addressed to the source named.

	Method of release	Source
1 Tue		
CBI Industrial Trends Survey (Oct)	PN	CBI
Building society house prices and mortgage advances (3rd qtr)	PN	Department of the Environment
2 Wed		
UK official reserves (Oct)	PN	HM Treasury
Capital issues and redemptions (during the month of October)	PN	Bank of England
3 Thur		
Slum clearance (3rd qtr)	PN	Department of the Environment
Housing starts and completions (Sep)		
House renovation grants approved (Sep)		
7 Mon		
Hire purchase and other instalment credit business (Sep)	PN	Department of Trade
Retail sales (Sep – final)	PN	Department of Trade
Wholesale price index numbers (Oct – prov)	PN	Department of Industry
8 Tues		
Provisional figures of vehicle production (Oct)	PN	Department of Industry
9 Wed		
UK banks' eligible liabilities, reserve assets, reserve ratios and special deposits (mid-Oct)	PN	Bank of England
London clearing banks' monthly statement (mid-Oct)	PN	CLCB
Central government financial transactions (including borrowing requirement) (Oct)	PN	HM Treasury
10 Thur		
Finished steel consumption and stock changes (3rd qtr – prov)	PN	Department of Industry
11 Fri		
Usable steel production (Oct)	PN	BSC/ BISPA
Building societies receipts and loans (Oct)	PN	BSA
14 Mon		
Index of industrial production (Sept – prov)	PN	CSO
Balance of payments current account and overseas trade figures (Oct)	PN	Department of Trade/ CSO
Turnover of the catering trades (3rd qtr)	PN	Department of Trade
Retail sales (Oct – prov)	PN	Department of Trade
16 Wed		
Basic rates of wages and normal weekly hours (Oct)	PN	Department of Employment
Monthly index of average earnings (Sep)		
17 Thur		
UK banks' assets and liabilities and the money stock (mid-Oct)	PN	Bank of England
London dollar and sterling certificates of deposit (mid-Oct)	PN	Bank of England
Consumers' expenditure (3rd qtr – 2nd preliminary estimate)	PN	CSO
Building societies mortgage survey, 5 per cent sample survey results (3rd qtr)	PN	Department of the Environment
18 Fri		
Preliminary estimate of gross domestic product based on output data (3rd qtr)	PN	CSO
Retail prices index (Oct)	PN	Department of Employment
20 Sun		
National savings monthly progress report (Oct)	PN	National Savings Committee
21 Mon		
Turnover of the motor trades (3rd qtr)	PN	Department of Industry
22 Tues		
Unemployment (Nov – prov)	PN	Department of Employment
Unfilled vacancies (Nov – prov)		
23 Wed		
Construction – new orders (Sep)	PN	Department of the Environment
Bricks and cement production (Oct)	PN	Department of the Environment
New vehicle registrations (Oct)	PN	Department of Transport
24 Thur		
Car and commercial vehicle production (Oct – final)	PN	Department of Industry
Capital expenditure by the manufacturing, distributive and service industries (3rd qtr – prov)	PN	Department of Industry
Manufacturers' and distributors' stocks (3rd qtr – prov)	PN	Department of Industry
Energy trends	PN	Department of Energy
28 Mon		
CBI monthly trends inquiry (Nov)	PN	CBI

PN Press notice.

Business Monitors

The following titles and issues of Business Monitors are now available:

PRODUCTION SERIES

Monthly at £3.06 each per year post free

PM 476 Imported timber for August 1977

Quarterly at £1.00 each per year post free

PQ 213 Biscuits for second quarter 1977
PQ 279.1 Polishes for second quarter 1977
PQ 322 Copper, brass and other copper alloys for second quarter 1977
PQ 339.2 Printing, bookbinding and paper goods machinery for second quarter 1977
PQ 352 Watches and clocks for second quarter 1977
PQ 368 Electric appliances primarily for domestic use for second quarter 1977
PQ 369.4 Electric lamps, electric light fittings, wiring accessories, etc, for second quarter 1977
PQ 394 Wire and wire manufactures for second quarter 1977
PQ 399.11 Metal finishing for second quarter 1977
PQ 399.12 Miscellaneous metal goods for first quarter 1977
PQ 411 Production of man-made fibres for second quarter 1977
PQ 412 Spinning and doubling on the cotton and flax systems for second quarter 1977
PQ 413 Weaving of cotton, linen and man-made fibres for second quarter 1977
PQ 414 Woollen and worsted for second quarter 1977
PQ 416 Rope, twine and net for second quarter 1977
PQ 417.1 Hosiery and other knitted goods for second quarter 1977
PQ 417.2 Warp knitting for second quarter 1977
PQ 418 Lace for second quarter 1977
PQ 450 Footwear for second quarter 1977
PQ 463 Glass for second quarter 1977
PQ 473 Bedding and soft furnishings for second quarter 1977
PQ 475 Wooden containers and baskets for second quarter 1977
PQ 484.2 Miscellaneous manufactures of paper and board for second quarter 1977
PQ 485 Newspapers and periodicals for second quarter 1977

Business Monitors in the production series and miscellaneous series, and certain monitors (nos. SD 1 and SD 6) in the service and distributive series, are normally available by annual subscriptions from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the library at the Business Statistics Office, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121 – answer back BSONPT G) from which a complete list of the titles of Business Monitors is available on application. Back issues of the monthly and quarterly monitors cost 50p a copy post free. Please send payments for all orders below £5. The annual monitors are individually priced and the cost of these will be supplied on request. Exceptionally, copies can also be purchased over the counter at the Department of Trade's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4H 7HU.

Average earnings in August and basic rates of wages in September

Index of average earnings

Average earnings of employees in Great Britain are estimated to have been 8.0 per cent higher in August than a year ealier. The provisional estimate of the seasonally adjusted August index of average earnings for the industries and services covered by the Department of Employment's monthly survey, before its extension at the beginning of 1976, is 288.6 (January 1970 = 100). The figures for recent months are:

	Seasonally adjusted			
	Percentage increase			
1977	Index: January 1970 = 100	over previous month	over previous 12 months	Unadjusted index: January 1970 = 100
March	283.8	1.8	11.6	285.3
April	283.1	−0.3	11.0	284.0
May	286.2	1.1	10.2	288.9
June	286.2	0.0	9.6	289.9
July	286.5	0.1	8.9	290.8
August p	288.6	0.7	8.0	287.3

p Provisional.

The index of average earnings (old series) shows the changes in the earnings of about 7 million employees in the firms covered by the department's monthly survey of earnings in the index of production industries, and part of transport and communication and miscellaneous services, combined with information about earnings in agriculture supplied by the Ministry of Agriculture, Fisheries and Food.

The inquiry obtains information about the gross earnings paid (i) to weekly-paid employees in the last pay-week in the month and (ii) to monthly-paid employees in the month; the earnings of the latter are then converted to a weekly basis. Average earnings are measured by dividing the total paid by the total number of employees paid, without distinguishing between males and females, adults and juveniles, manual and non-manual employees, or full-time employees.

Month-to-month variations in the index to some extent reflect irregular variations in the payments made in particular periods as a result of variations in, for example, overtime, bonuses, sickness and, in some months, abnormal payments such as back-pay when a pay settlement is implemented retrospectively. Too much weight should not be attached to a single month's figure.

An article describing the index in more detail was published in the July 1971 issue of the *Department of Employment Gazette*. Articles on seasonal adjustment of the index appeared in the May 1975 and February 1977 issues of the *Gazette*.

A new monthly index of average earnings covering virtually the whole economy has been introduced, as described in an article in the *Department of Employment Gazette*, April 1976. However, until such times as it is possible to assess the pattern of seasonal movements in the new series, the seasonally adjusted 'old series' index will continue to be regarded as a principal general indicator of short-term movements in average earnings of employees. Accordingly the 'all industries covered' figures given in the present press notice have the same coverage as hitherto (ie all production industries, some transport industries and certain miscellaneous services).

Indices of basic rates of wages

At the end of September 1977, nationally negotiated basic weekly rates of wages of manual workers were on average 4.7 per cent higher than a year earlier. During September, the index of basic weekly rates increased slightly from 228.1 to 228.2. The figures for recent months are shown in the table above.

The indices only take account of changes in nationally negotiated rates. The year-on-year increases consequently reflect that there have been no changes in such rates for engineering workers since February 1976.

	Indices, 31 July 1972 = 100		Percentage increases over previous 12 months	
	Basic weekly rates	Basic hourly rates	Basic weekly rates	Basic hourly rates
30 April	224.6	226.0	7.6	7.6
31 May	225.5	226.8	7.1	7.1
30 June	227.3	228.7	5.6	5.6
31 July	228.1	229.5	4.8	4.8
31 August	228.1	229.5	4.7	4.8
30 September	228.2	229.6	4.7	4.7

The indices of basic rates of wages are based on the recognised minimum rates of wages or minimum entitlements and normal hours of work which are generally the outcome of centrally-determined arrangements, usually national collective agreements or statutory wages orders. They do not reflect changes in earnings or in actual hours worked due to such factors as changes in bonus payments, overtime, short-time etc.

The indices may need to be revised to take account of changes reported belatedly or having retrospective effect. Some figures since May have been revised in this way mainly on account of settlements for certain workers employed in heavy chemicals manufacture and the textile bleaching, dyeing, printing and finishing industry.

A statement published in the *Department of Employment Gazette*, May 1977, explained that recent movements in the indices had been influenced considerably by the nationally negotiated wage rates for engineering workers remaining unchanged since February 1976.

Details of the changes in the indices are given each month in the *Department of Employment Gazette*. Details of the actual changes in the minimum rates of wages or minimum entitlements and in normal weekly hours are given in the monthly publication 'Changes in Rates of Wages and Hours of Work'.

Inquiries: Watford 28500 ext. 651.

Consumers' expenditure: third quarter

Preliminary estimates indicate that in the third quarter of 1977 the volume of consumers' expenditure (revalued at 1970 prices and seasonally adjusted) was about £8,825 million. This represents an increase of 1¼ per cent over the second quarter and is about ¾ per cent lower than the level in the second half of 1976.

Between the second and third quarters expenditure on food and on fuel and light is estimated to have fallen; but there were general rises in expenditure in areas of retail sales apart from food, and in expenditure on motor vehicles.

Consumers' expenditure

1970 prices seasonally adjusted		£ million
1976	1st qtr	8 829
	2nd	8 797
	3rd	8 880
	4th	8 899
1977	1st	8 762
	2nd	8 663
	3rd	(8 825) (first preliminary estimate)

The figure for the third quarter is partially forecast, being based on incomplete data (the method for preparing preliminary estimates was outlined in an article in the May 1969 issue of *Economic Trends*). At this stage, estimates of the latest quarterly changes are expected to differ on average by about £35 million from the quarterly estimates subsequently published in the national income and expenditure article in *Economic Trends*.

Inquiries: 01-233 6135.

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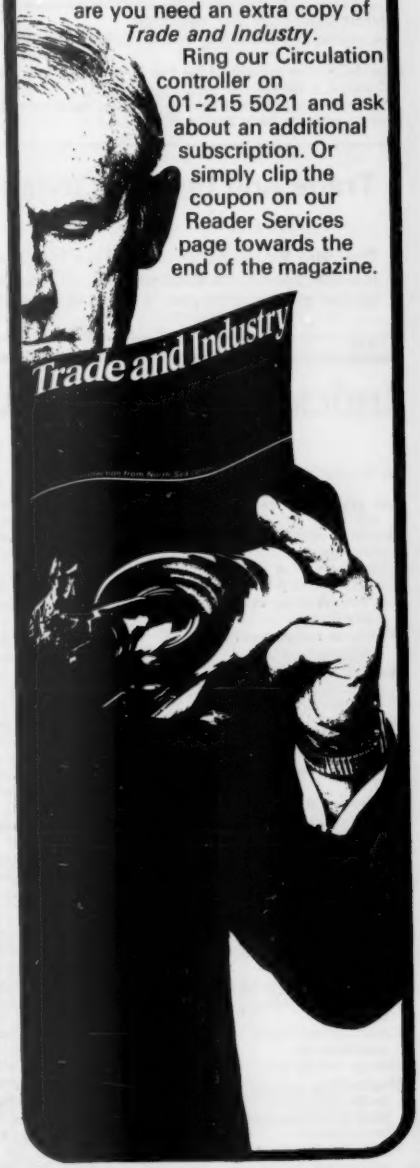

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 21 October 1977.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
Equus	BR/E 39346/23/10/82	137	21 October	United Artists Corporation Ltd	The Winkast Co Ltd
Movietone News 2524	BR/E 39191/23/10/82	8	21 October	British Movietonews Ltd	British Movietonews Ltd
FOREIGN					
Bobby Deerfield	F 39342	123	17 October	Columbia-Warner Distributors Ltd	Columbia Pictures Inc, California
Operation Thunderbolt	F 39343	117	19 October	EMI Films Ltd	GS Films Production, Tel-Aviv
The Pack	F 39344	99	21 October	Columbia-Warner Distributors Ltd	Sequoia Pictures Inc, California
Blue Sunshine	F 39345	95	21 October	Columbia-Warner Distributors Ltd	Ellanby Films, New York

AMENDMENTS TO THE REGISTER

The playing time of the film 'Private Pleasures', F 38904, registered on 14 December 1976, has been amended to 74 minutes.

The registration number of the film 'Emanuelle and Francoise', registered on 4 October 1977, has been amended to EC 39328/9/10/82.

The registration number of the film 'Suspiria', registered on 23 September 1977, has been amended to EC 39307/25/9/82 and the maker to Seda Spettacoli SpA.

Trade and Industry index

The index for volume 26 of *Trade and Industry*, covering the first three months of 1977, was published as a loose insert with last week's magazine. The index for volume 27, covering the second quarter of the year, is due to be published on 11 November.

United Kingdom in figures

In the last 25 years . . .

- Population of the United Kingdom has grown by 5½ million
- Marriages increased by 12 per cent between 1951 and 1971, but by last year had fallen to 2 per cent below the 1951 total
- Infant mortality decreased by 55 per cent
- Students in higher education rose by 296 per cent to over half a million (9 per cent of the population) by 1976
- Owner occupation of homes increased by 24 per cent. By 1976 53 per cent of all dwellings were owner occupied
- Number of vehicles on our roads rose by 279 per cent to total over 18 million. But railway track in use nearly halved
- Persons found guilty of violence against the person in England and Wales rose from 4000 to 38 000 a year. Motoring offences jumped by 362 per cent in England and Wales
- Retail prices increased by 336 per cent but real personal disposable income per head increased by 89 per cent and the volume of consumer spending by 64 per cent

These figures are given in the 1977 edition of 'United Kingdom in figures' in a pocket-sized card available free of charge from the Government Statistical Service.

The card spans the years 1951, 1971, 1975 and 1976 at a glance with around 100 key sets of statistics. There is a section on the nation's accounts in 1976.

The card is intended as an *aide memoire* for busy people who need facts at their fingertips, such as businessmen, trade unionists, journalists, and educationists.

Index to statistics published regularly in 'Trade and Industry'

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carpet sales (m) 21 Oct 77
cotton industry production (m) 30 Sept 77
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overseas travel and tourism (q) 29 Jul 77
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Organisational information

Commercial representation guide This week
ECGD local offices 12 Aug 77
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Trade promotions guide 14 Oct 77

Government statistics

For more information, see the Guide to government statistics, published with Trade and Industry, 15 July 1977

Departmental responsibilities and contact points

Central Statistical Office
Great George Street, London SW1P 3AQ
01-233 followed by extension
National income and expenditure, balance of payments, index of industrial production, financial statistics, input/output statistics, development of social statistics, regional statistics ext **6135/6193**
Survey Control Unit inquiries only ext **7341**

Industry, trade, prices

Departments of Industry, Trade and Prices and Consumer Protection

Business Statistics Office
Cardiff Road, Newport, Gwent NPT 1XG
Newport 56111
General inquiries ext **2973**
Production statistics:
- Annual production statistics ext **2455**
- Quarterly and monthly production inquiries exts **2337/2322**
- Purchases inquiry ext **2369**
- Classified List of Businesses exts **2557/2751**

Distribution statistics:
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- Annual inquiry into distributive and service trades, capital expenditure and stocks ext **2113**

Other offices
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Wholesale price indices exts **3351. 3544**
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Other industries ext **6331**

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Statistics and Market Intelligence Library ext **368**
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Fuel and energy statistics ext **4292**

Customs and Excise

Customs and Excise
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Bill of Entry Service, Statistical Office, Portcullis House, 27 Victoria Avenue, Southend-on-Sea SS2 6AL
Southend 49421
United Kingdom external trade statistics ext **310**

Employment

Department of Employment
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Watford 28500
Employment, unemployment, vacancies ext **403**
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New earnings survey ext **500**
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Employers' labour costs ext **526**
Index of retail prices ext **630**

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Board of Inland Revenue
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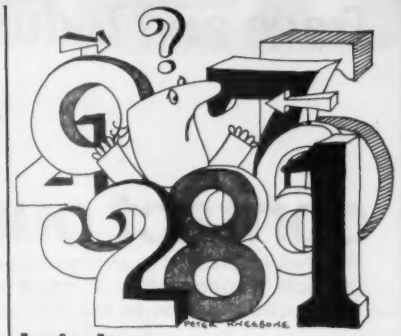
Statistics of direct taxes, corporate income, surveys of personal incomes, personal wealth and conveyancing.



Agriculture

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Census of population, general inquiries exts **2009, 2013**

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Department of Health and Social Security
Friars House, 157-168 Blackfriars Road, London SE1 8EU **01-703 6380**
Social security statistics ext **4284**

42-46 Weston Street, London SE1 3QW
01-407 4411
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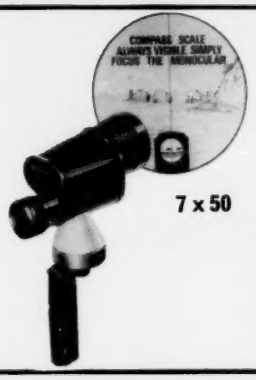

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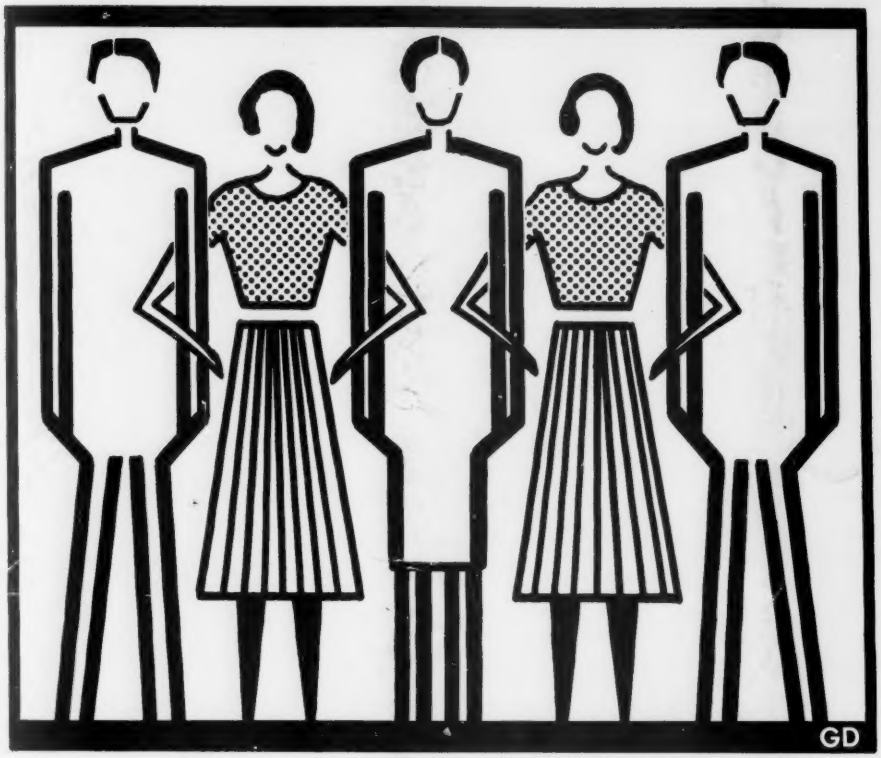

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